

PROPOSAL FOR DEVELOPMENT SERVICES: CAPITOL VISTA PLAZA



WE ARE LANSING

TOGETHER WE HAVE A HAND IN BUILDING LANSING

WE ARE LANSING

**MORE THAN LOCAL,
WE ARE PARTNERS**



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August 21, 2017

Van W. Martin, CCIM, SIOR CRE
1111 Michigan Avenue, Suite 300
East Lansing, MI 48823

RE: Proposal for Development Services
Capitol Vista Plaza Project

Dear Mr. Martin and Members of the Selection Committee:

With its spectacular views and prominent location, the Capitol Vista Plaza site offers a unique opportunity to transform the corner of Capitol and Michigan Avenues into a bustling hub of urban activity. Our team is excited about the prospect of bringing the City of Lansing's vision to fruition; to fully leverage the Capitol Vista Plaza as an economic development driver for Lansing and for the region.

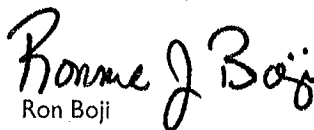
The **We Are Lansing** team, led by the Boji Group, includes The Christman Company, Gillespie Group, C2AE and Saroki Architects. The pairing of award-winning national experience with deep Lansing roots, relationships and commitment, make us uniquely qualified to deliver this vital project for our city. As you will see on the following pages, we offer:

- **National Experience:** Our team's collective experience includes a proven track record of completing transformative projects like this one, both in Lansing and across the country. We understand the intricacies of making a development like this one succeed.
- **Local Relationships:** Known for developing strong, lasting relationships, our approach to this project will not only spur future development, but will also set the bar higher for those to come. We have firsthand knowledge of what it takes to accomplish projects of this magnitude and complexity here in Lansing.
- **Lansing Pride:** Building a stronger Lansing is what drives the **We Are Lansing** team. As leading development, design and construction management firms headquartered in the Lansing region, a thriving, robust economy enables our success as well as yours.

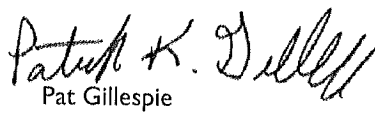
The **We Are Lansing** team offers the best of both worlds, being known nationally for expertise in our respective fields, while having the local relationships and commitment to bring this project to fruition successfully. Bottom line: We have the passion, drive, capacity and capability to make the Capitol Vista Plaza development project a success.

We are excited to participate in your developer selection process. We will fully commit our resources and experience in order to meet the requirements specified in the Request for Proposals and provided information. If you have any questions, please feel free to contact me at any time.

BOJI GROUP, LLC


Ron Boji
President

GILLESPIE GROUP


Pat Gillespie
President

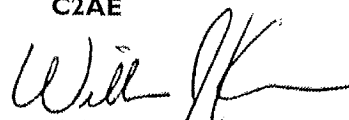
THE CHRISTMAN COMPANY


Steven F. Roznowski
President and CEO

SAROKI ARCHITECTS


Victor Saroki
President

C2AE


William J. Kimble, P.E.
Principal



OUR SHARED VISION FOR LANSING

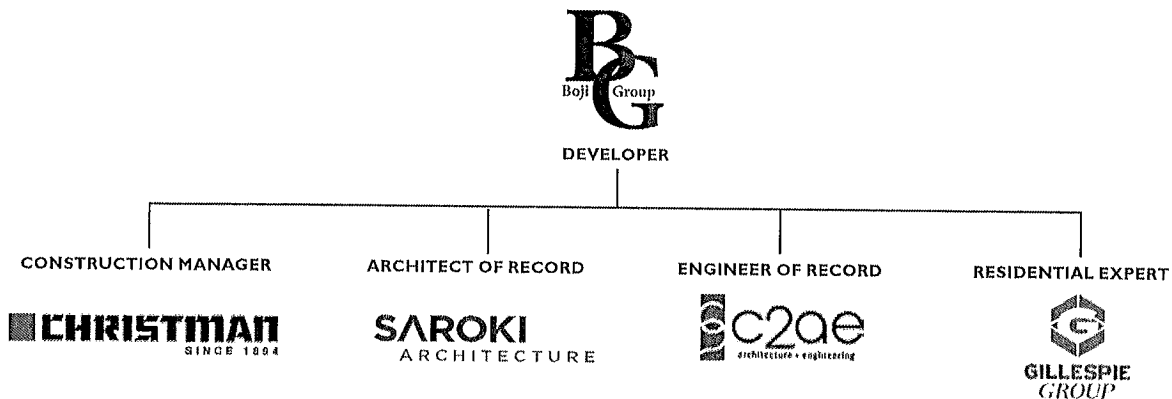
Lansing's success is our success. Our team has deep roots in this community, and we are invested in its future. We believe the Capital Vista Plaza will be a catalyst to unleash the potential of Downtown Lansing, and we can't wait to be part of the team that will bring that vision to life. Working together, we will deliver a project that:

- Creates a dominant hub of the business activity in Downtown
- Maximizes density on the site
- Takes full advantage of the location and views
- Achieves LEED Certification and is sustainable and environmentally friendly
- Increases tax revenue
- Provides and promotes convenient and safe pedestrian and bicycle access
- Serves as a catalyst for further development
- Attracts and retains talented people in the area
- Increases visitor numbers
- Creates a 24/7/365 center of activity and use

The information contained herein has been submitted under the promise of confidentiality by the Mayor, acting as Chief Administrative Officer, who has authorized that a requested promise of confidentiality will be honored by the City of Lansing to the extent that FOIA law allows, per email issued by Van Martin, CBRE, on August 17, 2017, acting as Agent for the City. The information contained herein is given voluntarily, and is proprietary, containing trade secrets and financial and/or commercial information. We request that the information remain confidential pursuant to the Michigan Freedom of Information Act exemption 15.243(1)(f)(i)-(iii). Developer expects that no information it has submitted under the promise of confidentiality will be provided to any third party without the Developer's consent. Developer specifically requests and expects that it will be notified in the event there is any request for this information by any third party under the Michigan Freedom of Information Act, or otherwise.

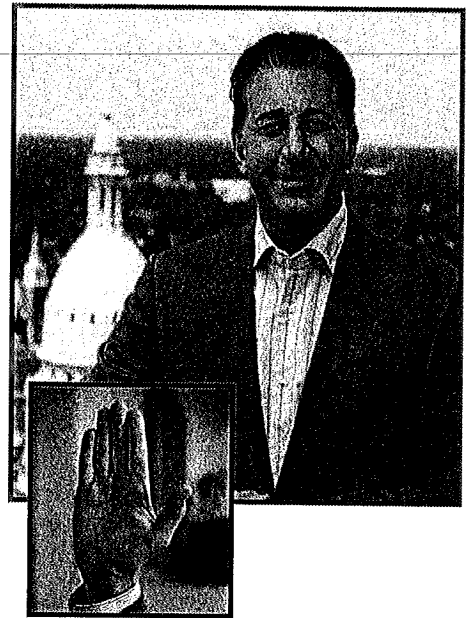
KEY PERSONNEL AND PARTNERS

The Boji Group has assembled a top-notch team for the Capital Vista Plaza project. Our collective experience and expertise, combined with our deep roots in Lansing, will ensure this project is a success from beginning to end.



Authorized Agent: **Ron Boji, President**
Contact Person: **Ron Boji, President**
Email: rboji@bojigroup.com
Phone: **(517) 377-3000**
Fax: **(517) 485-8604**
Business Address: **Boji Tower**
124 W Allegan, Suite 2100, Lansing, MI 48933
Website: www.bojigroup.com
Type of Business Organization: **LLC**
Number of Years in Business: **25**
Firm is not an MBE, DVB or WBE

Boji Group, LLC is a progressive real estate development, property management and construction management firm, providing services for more than 2 million s.f. of state-of-the-art commercial space. Headquartered in the heart of downtown Lansing, Michigan, Boji Group is wholly owned by Louie and Ron Boji. With a commitment to sustainable building development and operating practices, Boji Group specializes in creating innovative solutions to challenging development opportunities, and creating private-public partnerships to achieve project goals. Boji Group is highly accomplished at utilizing partnerships in both private and public sector projects, holding 30% of its portfolio with state and local government. Boji Group has a proud tradition of exceeding customer expectations and a culture of service excellence, and welcomes the opportunity to meet your real estate needs.



"Just as R. E. Olds changed the direction of Lansing when he built the iconic Tower downtown, we believe in transforming Lansing with an eye to the future. When the Boji Tower was built almost 100 years ago, it made the city a focus for the region. We envision transforming Capital Vista Plaza into an incredible urban landmark that will become a regional center for living, working and entertainment."

Ron Boji, President
Boji Group



Business Address: **208 N. Capitol Ave
Lansing, MI 48933**

Role: **Construction Manager**

Principal and Contact Person: **Steve Roznowski,
President and CEO**

Email: steve.roznowski@christmanco.com

Phone: **517-482-1488**

Website: www.christmanco.com

The Christman Company is proud to call downtown Lansing our home and to have had a hand in shaping the Lansing landscape, including redeveloping the Ottawa Street Power Station into the Accident Fund National Headquarters, restoring Michigan's Capitol, building Sparrow Hospital's new cancer center and overseeing the Lansing School District's bond program, among others. The Christman Company has grown to become one of the country's leading professional construction services firms. With its affiliates Christman Capital Development Company, Christman Mid-Atlantic Constructors, Rentenbach Constructors, Incorporated, and Christman Constructors, Inc., the company's award-winning services include construction management, general contracting, design/build, real estate development, facilities analysis and planning, and self-performed skilled trades.



"Lansing is in the midst of a renaissance and our team is excited to be part of this positive momentum. We build hometown pride."

Steven F. Roznowski, President and CEO
The Christman Company

SAROKI ARCHITECTURE

Business Address: **430 North Old Woodward Ave
Birmingham, MI 48009**

Role: **Architect of Record**

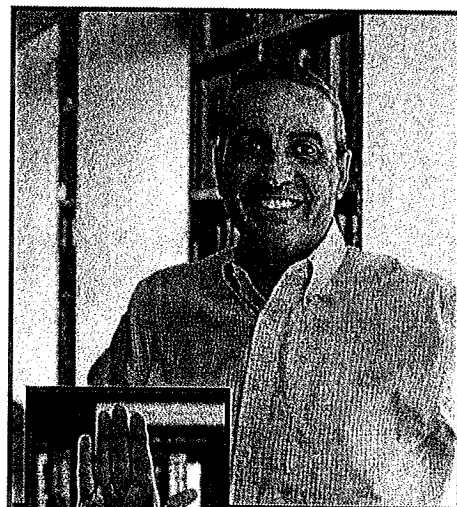
Principal and Contact Person: **Victor Saroki, President/Founder**

Email: vsaroki@sarokiarchitecture.com

Phone: **248-258-5707**

Website: www.sarokiarchitecture.com

With our unique history and close connection with the City of Lansing, Saroki Architecture is well-positioned to bring added value and appropriate design to the Lansing Capital Vista project. Saroki Architecture views this project as one of the City's more significant and exciting projects. Saroki Architecture is a thriving 20-person Architecture Design firm located in downtown Birmingham, Michigan. Started in 1982, this family-owned practice has developed an exemplary reputation for understanding Urban Contexts, Mixed-Use Developments, and Complex Project Development scenarios.



"Capitol Vista Plaza is the perfect example of a development that improves the triple bottom line of economic, environmental and social impacts, and we can't wait to be a part of it."

Victor Saroki, President
Saroki Architects



Business Address: **106 W. Allegan Street, Suite 500
Lansing, MI 48933**

Role: **Engineer of Record**

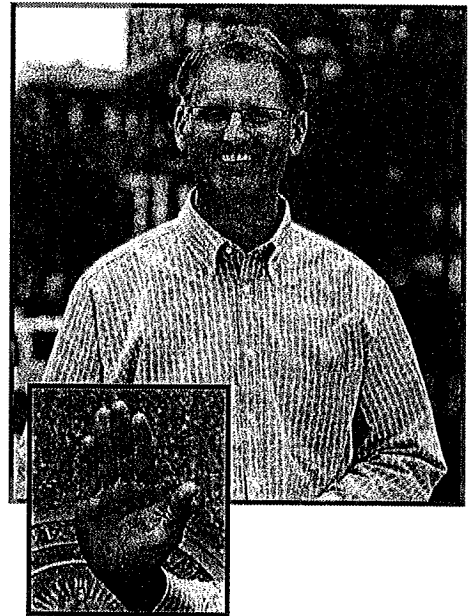
Principal and Contact Person: **Bill Kimble, P.E., President**

Email: **bill.kimble@c2ae.com**

Phone: **517-371-1200**

Website: **www.c2ae.com**

C2AE is proud of our longstanding relationship with the City of Lansing, Lansing School District, Lansing Board of Water and Light and others. Our downtown Lansing headquarters puts us in the heart of Lansing's rebirth, and we are excited to play a role in this important project. C2AE is an architecture, engineering, and infrastructure design firm with 51 years of experience. Our team of over 100 people is truly full-service and understands every part of the design process, bringing enterprise-level design thinking to each opportunity. Inherent to our full-service design approach are what we call The Five Talents: enterprise-level design thinking, inter-functional disciplines, aggressive collaboration, architecture and infrastructure congruity, and productivity culture.



"This is the team that will bring the vision of the Capitol Vista Plaza development to life for the City of Lansing. This is our city, and Lansing's success is our success."

Bill Kimble, President
C2AE



Business Address: **330 Marshall St. Suite 100
Lansing, MI 48912**

Role: **Residential Development Expert**

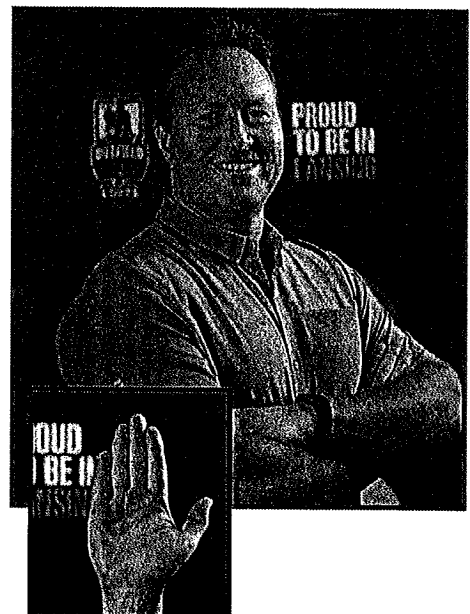
Principal and Contact Person: **Patrick Gillespie, President and CEO**

Email: **pgillespie@gillespie-group.com**

Phone: **517-333-4123**

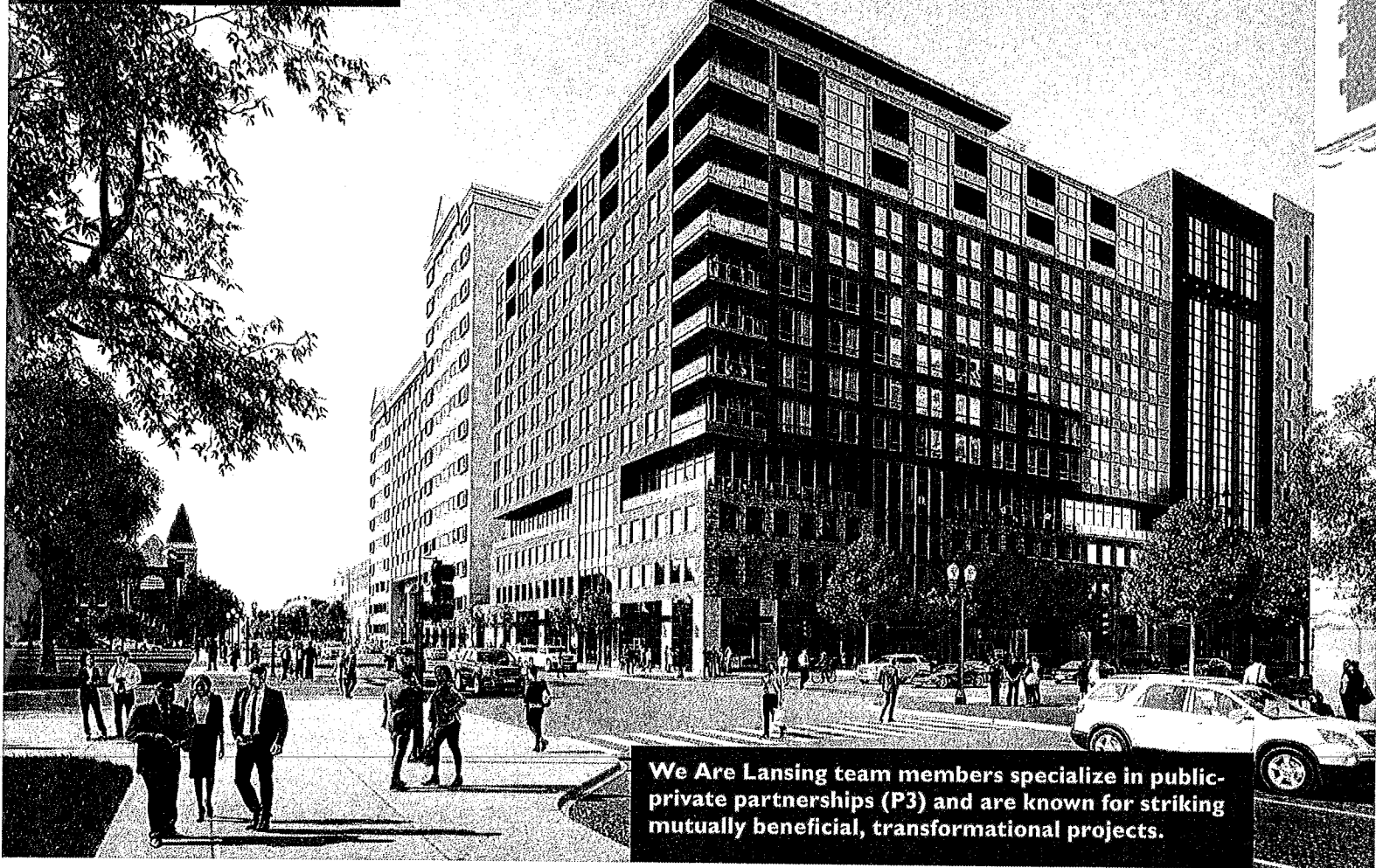
Website: **www.gillespie-group.com**

Gillespie Group's aim is to bring Lansing the best in creative living and urban commercial uses. We are proud to invest in the growth of downtown Lansing with over 360 residential units as well as an additional 90,000+ s.f. of highly visible commercial space. Gillespie Group specializes in creative urban development and revitalizing communities; dedicated to economic business and social progress. The growing portfolio includes over 1,700 residential units and over 660,000 s.f. of commercial/retail space across the state of Michigan. Renowned for the passion, commitment and quality devoted to all of our developments we continue our quest to breathe new life into communities.



"This unique and extraordinary project coincides with our passion. No other city in the state can offer live-in units with a state Capitol view."

Pat Gillespie, President
Gillespie Group



We Are Lansing team members specialize in public-private partnerships (P3) and are known for striking mutually beneficial, transformational projects.

ENVISIONING LANSING

The **We Are Lansing** team is proposing a comprehensive solution to both redevelop the Capitol Vista Plaza and create a new City Hall in downtown Lansing. The result will be a new hub of urban activity that will bolster the Lansing and Greater Lansing economy, complete with a much-needed connection point between REO Town and Old Town.

The Capitol Vista Plaza site offers a unique opportunity for transforming a prominent piece of public property located at the corner of Capitol and Michigan Avenues in Lansing's Central Business District (CBD), with spectacular views of the State Capitol.

SHARED VISION

We share the City's vision for the Capitol Vista Plaza site as a modern, mixed-use, high-rise building including retail, full-service hotel and residential uses, that will unleash the potential of Downtown Lansing, energizing the retail and office markets and acting as a catalyst for future development. Our proposal incorporates these elements and the City's *High Expectations for the Site* with sustainable development and integration into the heart of Lansing's CBD.

As the existing City Hall makes way for this exciting development, the City will need a new location to welcome constituents, businesses and partners. **We Are Lansing** is excited to propose development of a new building on Grand Avenue between Lenawee and Kalamazoo for City Hall administrative offices with options to include police and courts. This solution offers a vibrant, accessible and highly-efficient space and a seamless transfer of governmental operations.

We Are Lansing team members specialize in public-private partnerships (P3's) and are known for striking mutually beneficial, transformational projects.

CATALYST FOR DOWNTOWN DEVELOPMENT

The proposed redevelopment will maximize site density and take full advantage of location and views. The first floor will consist of retail on both Capitol and Michigan Avenues. Floors 1-3 will also house 115 parking spaces for the building. The fourth floor will include the lobby, meeting rooms and guest services for a full-service hotel, as well as an outdoor courtyard terrace as an amenity for hotel guests. The hotel's 192 guest rooms will be located on the six floors above the fourth floor lobby. Floors 11 and 12 will provide 28 residential units. A rooftop restaurant with an outdoor terrace will overlook the city.

The mixed-use building will be an urban development fronting on Capitol and Michigan Avenues. It will have a modern aesthetic look, with glass, stone, brick and metal finishes and will be sustainably designed according to LEED standards. A true mixed-use development, this project will promote 24/7/365 activities in the city, provide convenient and safe pedestrian and bicycle access, increase visitor numbers and attract and retain talented people in the area. Evidencing the strong interest from the hotel market in downtown Lansing, **Marriott has provided our team with a letter of interest**, included in the Appendix.

SEAMLESS TRANSFER OF CITY OPERATIONS

We propose relocating the current City Hall administrative offices, with options to include police and courts, to Grand Avenue between Lenawee and Kalamazoo Streets. The site is owned by the Boji Group (former Davenport University), and a surface lot owned by the City of Lansing.

The proposed building will be approximately 80,000 s.f. on five stories, with one level of underground parking below the building. Street parking on Grand Avenue and some surface parking is proposed as well. The development will have a modern aesthetic look with glass curtainwall, stone and metal panels and will include a corner lobby atrium and a corner glass canopy to emphasize the building entrance.

A pedestrian plaza at the corner of the building entrance will include seating and landscaping to provide an urban courtyard. To offer an urbanistic appeal, the building will be located close to the street and landscape planters will be located on the sidewalks. The building will be sustainably-designed according to LEED standards.

The site development accounts for appropriate and effective vehicle access. The site could be developed with a surface lot. A future phase could include a parking structure with three levels (300+ parking spaces). A future phase could also include a residential building on top of the parking structure and the possibility of relocating the police and district court facilities to the site.

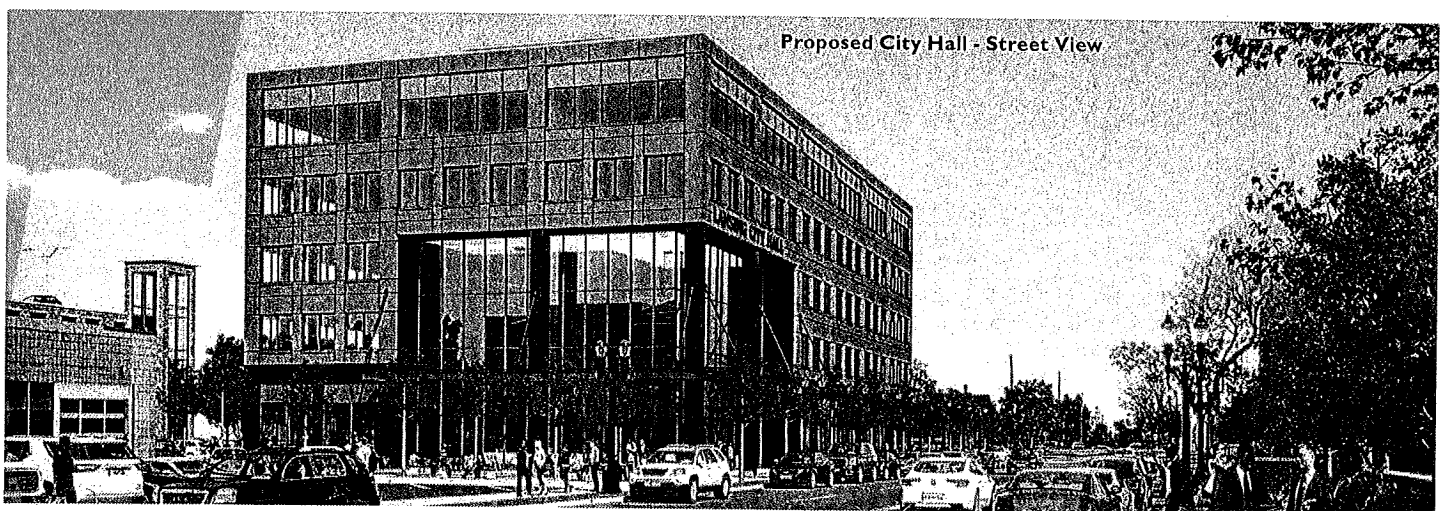
The proposed solution provides a seamless transfer of governmental operations: Once the new City Hall is constructed and a decision is made for police and courts relocation, City Hall operations can move to the new location to make way for the Capitol Vista Plaza redevelopment to commence.

The benefit gained from the new City Hall development will be reinvested in Capitol Vista Plaza. For that reason, **we require the two projects be tie-barred.**

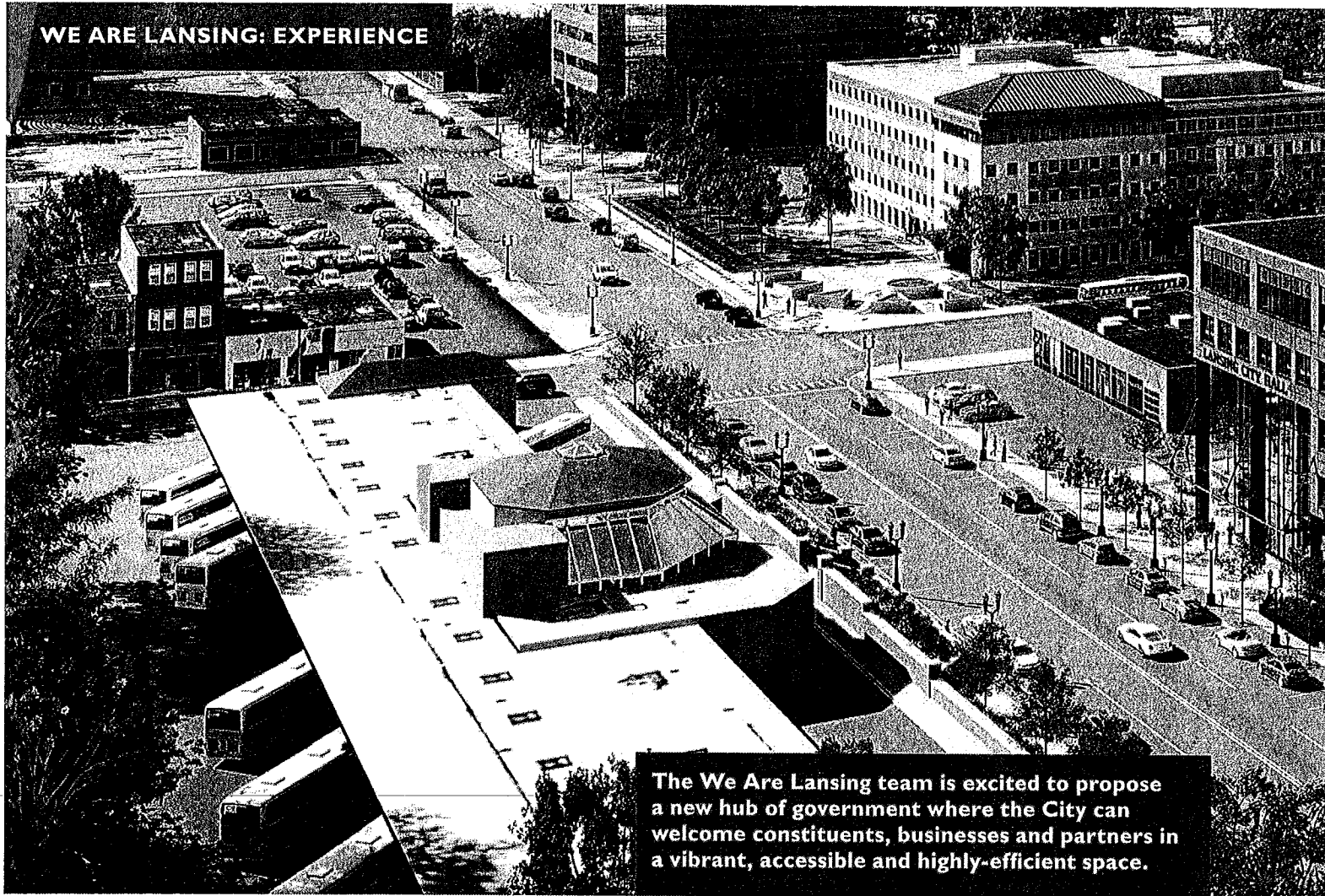
TIMELINE

We estimate a timeline of 18-24 months from start of construction on the new City Hall building, and 24-30 months for redevelopment of the Capitol Vista Plaza site.

Our team will use a collaborative approach to property development, from beginning to end, ensuring that the project retains its alignment with vision and goals. Communication, constructive dialogue, conflict resolution method, and well-structured project management are keys to success. Our development team is distinctly qualified to creatively perform on this transformational project envisioned by the City of Lansing.



Proposed City Hall - Street View



The We Are Lansing team is excited to propose a new hub of government where the City can welcome constituents, businesses and partners in a vibrant, accessible and highly-efficient space.

BUILDING LANSING

From trendy lofts to Class A corporate office space to hospitality, retail, healthcare and beyond, we've had a hand in building and revitalizing this great city along with experience in other regions across the United States.

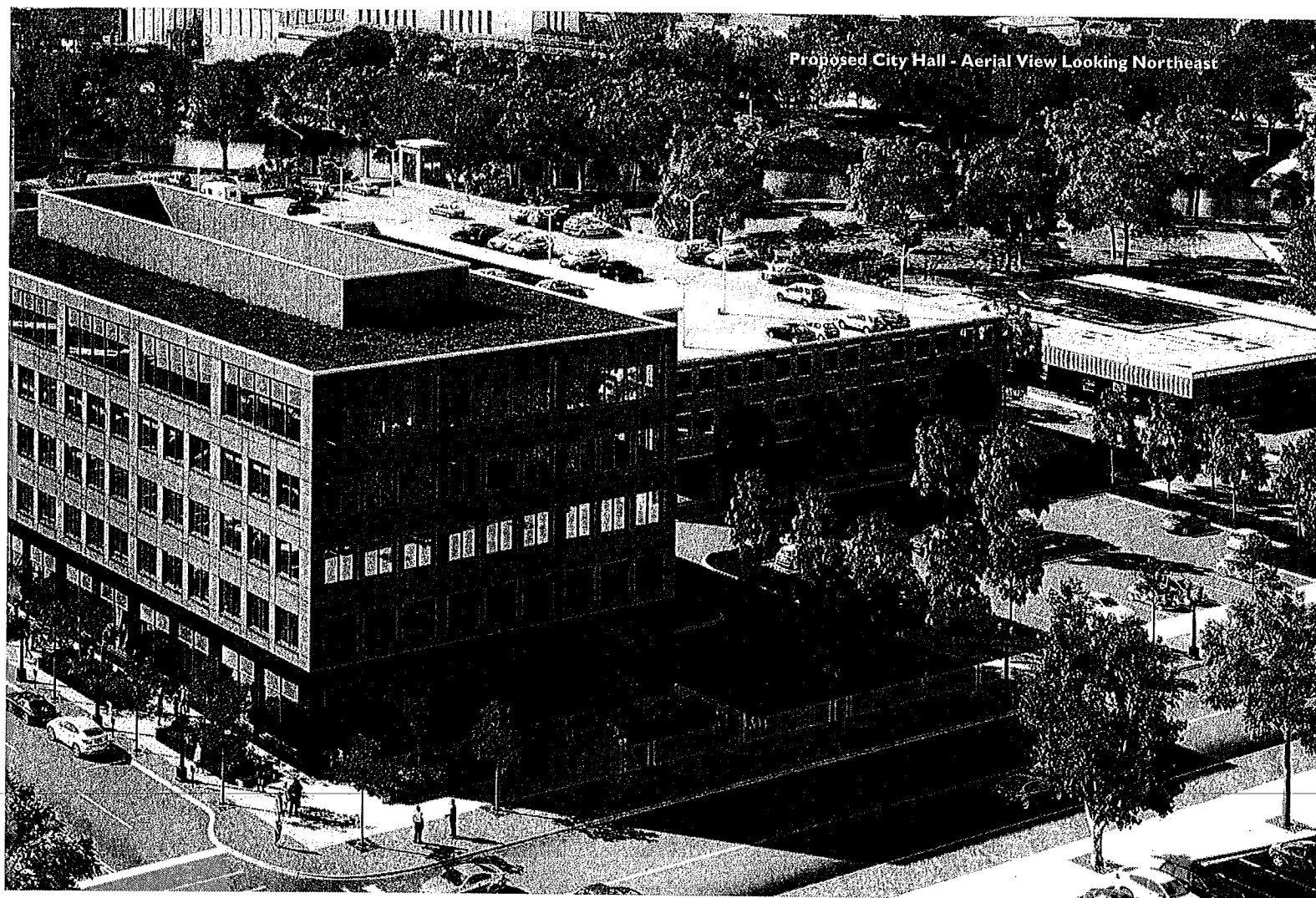
This local experience, which includes our iconic state Capitol building, combined with our passion for and commitment to Lansing, make us the ideal partner to deliver the next major step in our city's rebirth.

We Are Lansing offers significant experience in financing and building urban center high-rise buildings for private mixed use. With our Lansing commitment and presence we bring strong relationships with local contractors and labor as well as a keen understanding of operating in northern climates.

For this proposal we selected four projects to highlight that best represent our team's experience. This experience includes:





- The Binsfeld Senate Office Building, a transformational public/private partnership that houses the Michigan Senate
- The pivotal Ottawa Street Power Station Redevelopment Project, a highly successful P3 that brought Accident Fund's headquarters downtown and set in motion the city's rebirth
- Davenport University's new Lansing campus, a holistic approach to creating a green campus within an urban setting
- The Outfield, Stadium District and Marketplace, a dynamic, mixed-use building was a collaboration between the City of Lansing and Michigan Economic Development Corporation

Please find additional relevant experience in the Appendix.

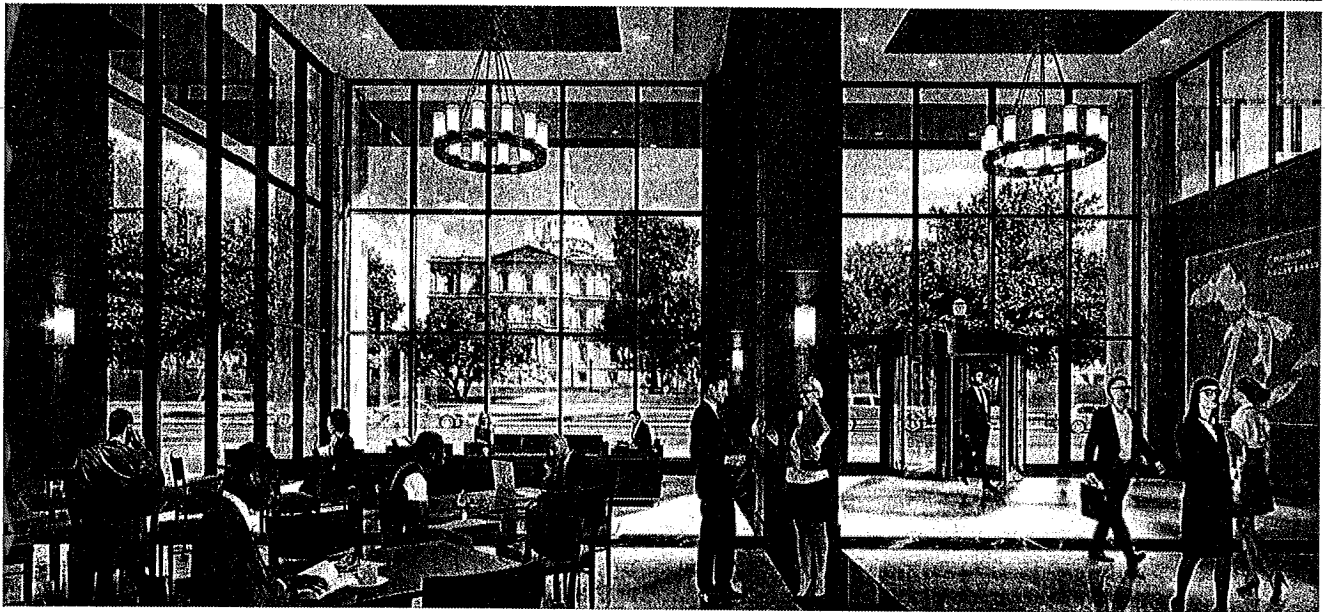
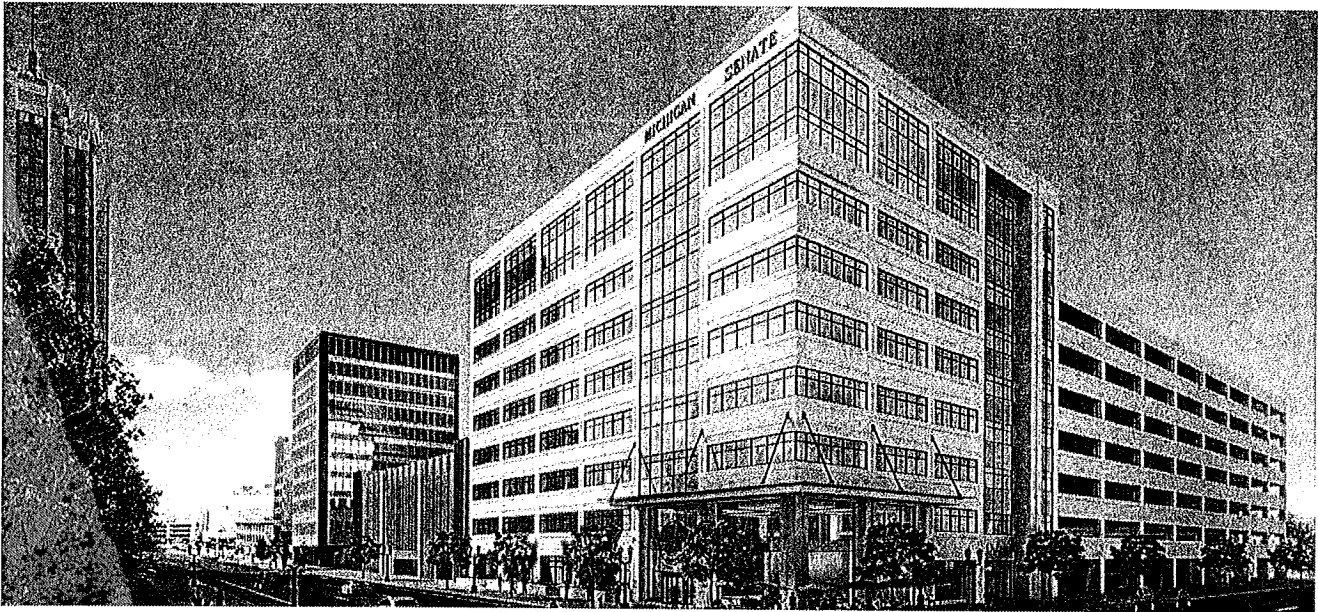


FEATURED PROJECTS

These projects provide the benefit of lessons learned and evidence of the **We Are Lansing** team's ability to successfully deliver projects of this size, type and complexity. For easy reference in this proposal, icons were developed indicating the specific type of relevant experience each project represents. The icons and criteria are illustrated below.

	 URBAN CENTER	 MIXED USE	 HIGH RISE	 NORTHERN CLIMATE
Connie B. Binsfeld Senate Office Building	✓	✓	✓	✓
Davenport University – Lansing Campus	✓	✓	✓	✓
AF Group National Headquarters	✓	✓	✓	✓
The Outfield Development	✓	✓	✓	✓

FEATURED PROJECTS



Project Name: Connie B. Binsfeld Office Building

Location: Downtown Lansing, Michigan

Tenant Roll: Building condominium with two tenants/owners: Michigan Senate and Dykema

Developer Role: Developer/Owner

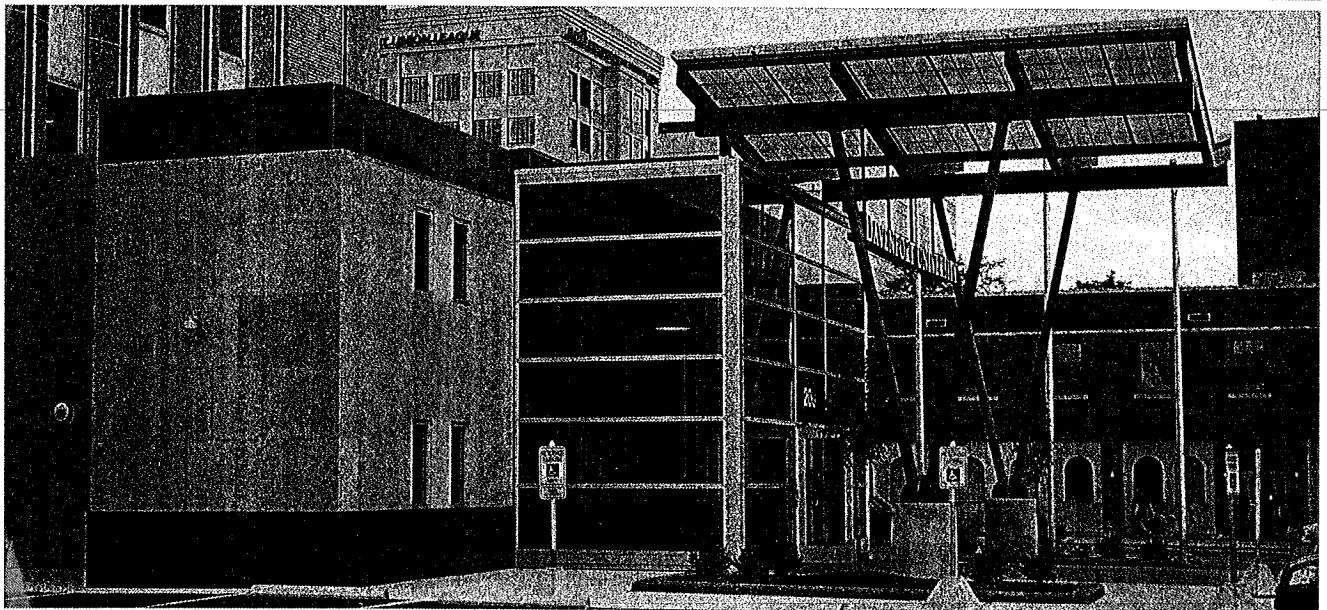
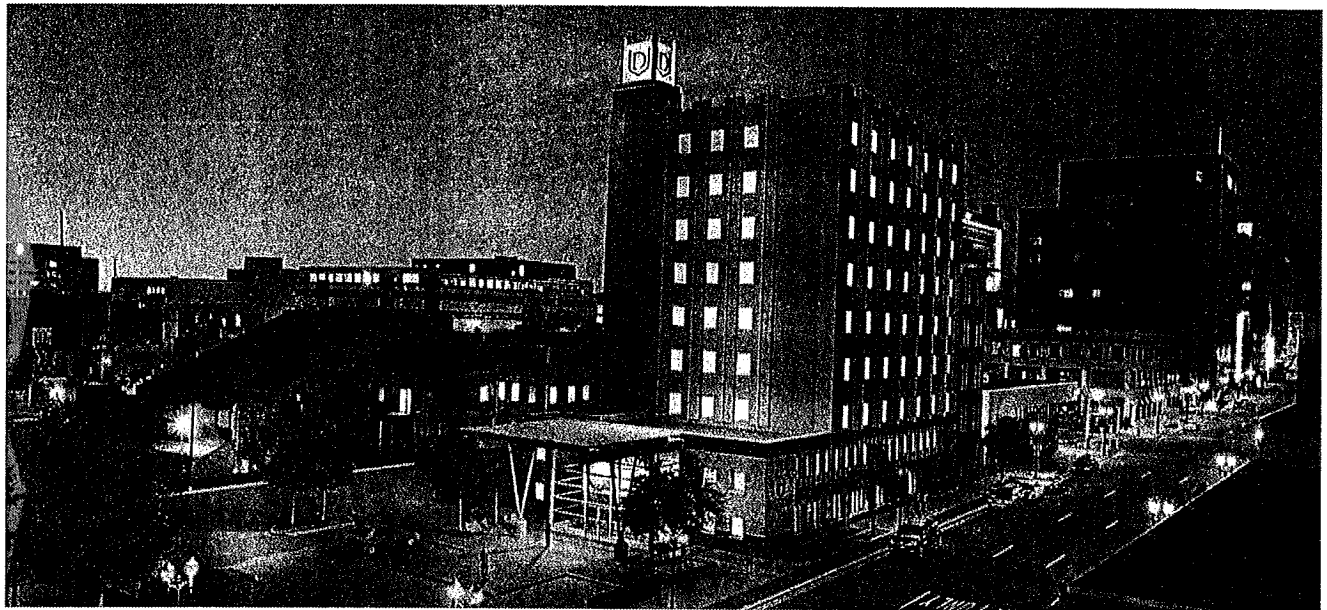
Project Completion: 2016

Reference: Jordan Hankwitz, Director, Senate Business Office | jhankwitz@senate.michigan.gov | 517-373-1675

Relevant Experience:



Project Description: In 2005, Boji Group acquired city-owned property and built a nine-story, 160,000 s.f. office building on speculation, named “Capitol View”. The building was fully leased before completion. In 2014, Boji Group responded to a request for proposals issued by the Michigan Senate, was awarded the bid, created a condominium and renovated the building to become the new home of the Michigan Senate. The \$51 million project was completed on time, on budget. This Saroki Architecture-designed project is directly across from the State Capitol and the interior renovation was thoughtfully designed to support all of the Senate needs and operations, including Public Hearing Rooms, Executive Office suites, a private staff entry and new security control systems.



Project Name: Davenport University - Lansing Campus

Location: Downtown Lansing, Michigan

Tenant Roll: Full Building Sale

Developer Role: Developer

Project Completion: 2013

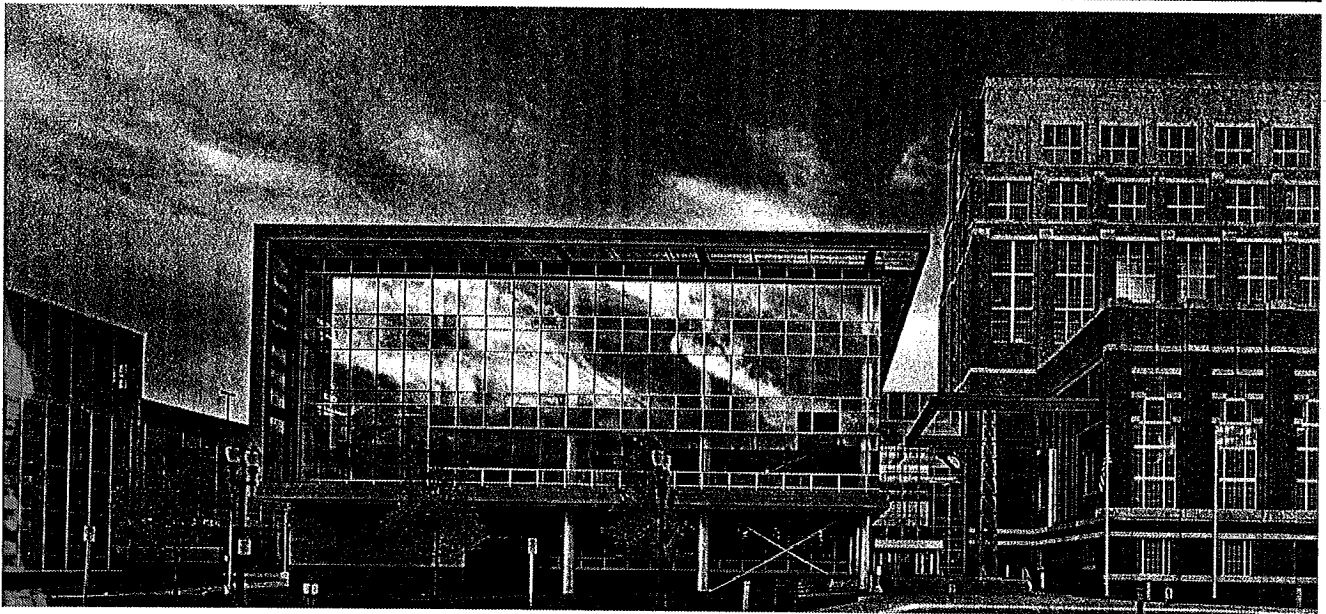
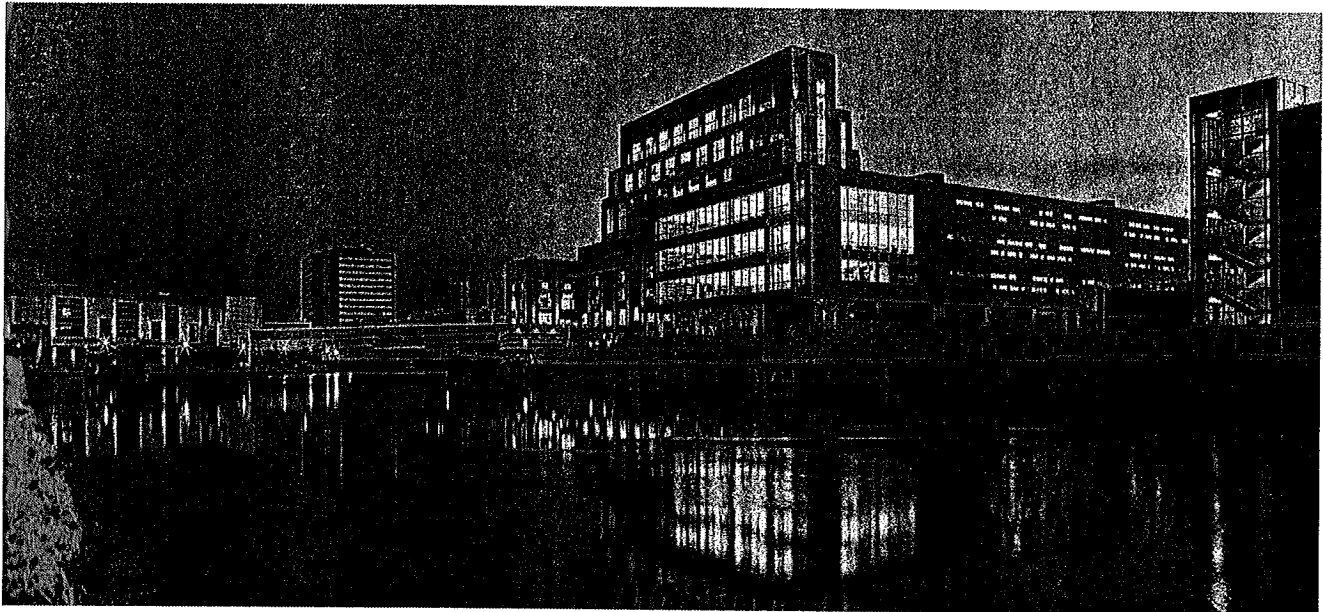
Reference: Mike Volk, CFO, Davenport University | 616-554-5695 | mvolk@davenport.edu

Relevant Experience:



Project Description: Boji Group acted as master developer for Davenport's new Lansing campus, which included the renovation of an existing building at a guaranteed maximum price, bringing expertise and construction management services to the project. Working together, Boji Group, Saroki Architecture and Davenport utilized a holistic approach to creating a green campus within an urban setting. Davenport University was able to maintain a presence in downtown Lansing and expand their curriculum to include a new nursing program.

FEATURED PROJECTS



Project Name: AF Group (Accident Fund) National Headquarters

Location: Downtown Lansing, Michigan

Tenant Roll: Single Tenant (Accident Fund), Full Building Lease

Developer Role: Equity Developer

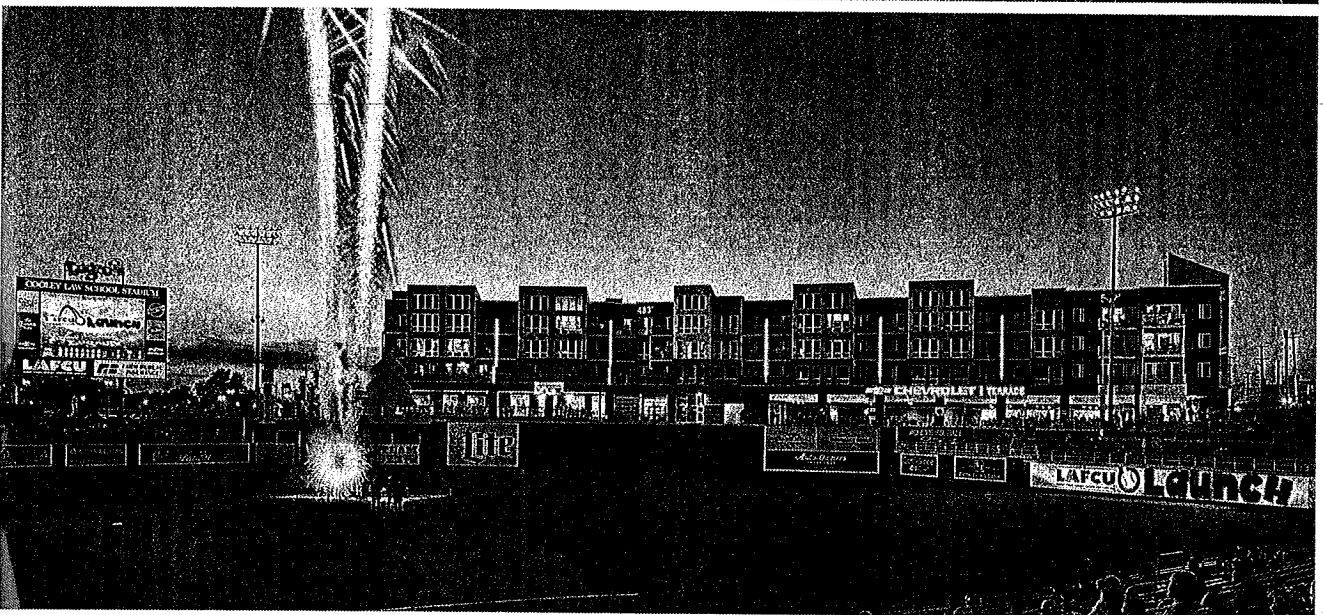
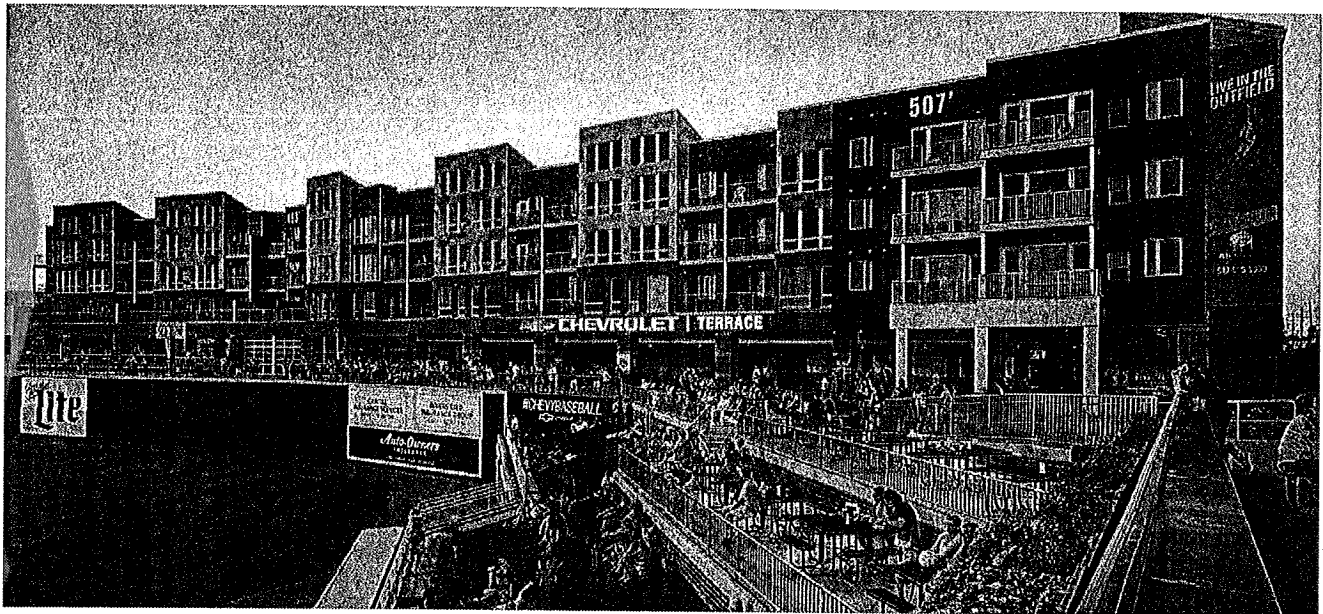
Project Completion: 2011

Reference: Steve Reynolds, Vice President, Corporate Secretary and Services | 517-708-5650 | steve.reynolds@accidentfund.com

Relevant Experience:



Project Description: Key to the revitalization of downtown Lansing, Michigan, the redevelopment of the historic, National Register Ottawa Street Power Station into Class A office space is a testament to the power of partnership. Located on a seven-acre riverfront campus, the project site included the power plant and spanned two city blocks from Ottawa Street to Shiawassee Street, between Grand Avenue and the Grand River. This once-empty shell of a building, accompanied by a modern, four-story addition, is now transformed into an award-winning, state-of-the-art, nine story office complex providing over 300,000 square feet of office space for current and future Accident Fund employees.



Project Name: The Outfield Development

Location: Downtown Lansing, Michigan

Tenant Roll: Included In Appendix

Developer Role: Majority Owner/Property Manager

Project Completion: 2016

Reference: Michigan Economic Development Corporation | 888-522-0103

Relevant Experience:



Project Description: The Outfield, a dynamic, mixed-use building was a collaboration between Gillespie Group, the City of Lansing, and Michigan Economic Development Corporation; proof of success in Public Private Partnerships. The Outfield Ballpark Lofts, consisting of 84 units with shatterproof windows, are located center field of Cooley Law School Stadium, home to the Lansing Lugnuts. The excitement for this unique development was evident when the lofts were leased with a waiting list before construction was complete on the four-story building.



RENEWING LANSING

We Are Lansing has extensive experience with LEED and sustainable facilities, having designed, developed or constructed more than 5 million square feet of LEED and sustainable facilities in the past five years, including the LEED Gold Certified Accident Fund Headquarters in Downtown Lansing.

SUSTAINABILITY BEYOND THE GREEN

Our team will be a strong partner to the City in sustainable design and construction. This includes providing collaborative team leadership to ensure a systematic approach to sustainable project goal setting, including achievability reviews, team assignments and thorough and consistent evaluation, tracking and documentation until project goals are met or exceeded.

With more than \$1 billion in successful LEED project experience, our team has been an industry leader of the green movement in design and construction since its infancy.

We continually strive to expand our expertise and related practices to deliver this important element of our clients' projects, while nurturing the environments in which we live and work. Our professional staff is committed to providing services that promote and support green building technologies to improve the triple bottom line of economic, environmental and social impacts.

Please see the Appendix for a list of our completed LEED facilities and their certification levels.



INVESTING IN LANSING

Our team has the financial capacity and capability to complete the proposed projects as set forth in this proposal, and has demonstrated its commitment to Lansing and the State of Michigan through millions of dollars of investment, job creation and the completion of numerous development projects, including several public-private-partnerships.

Redact
Legal Disclosure

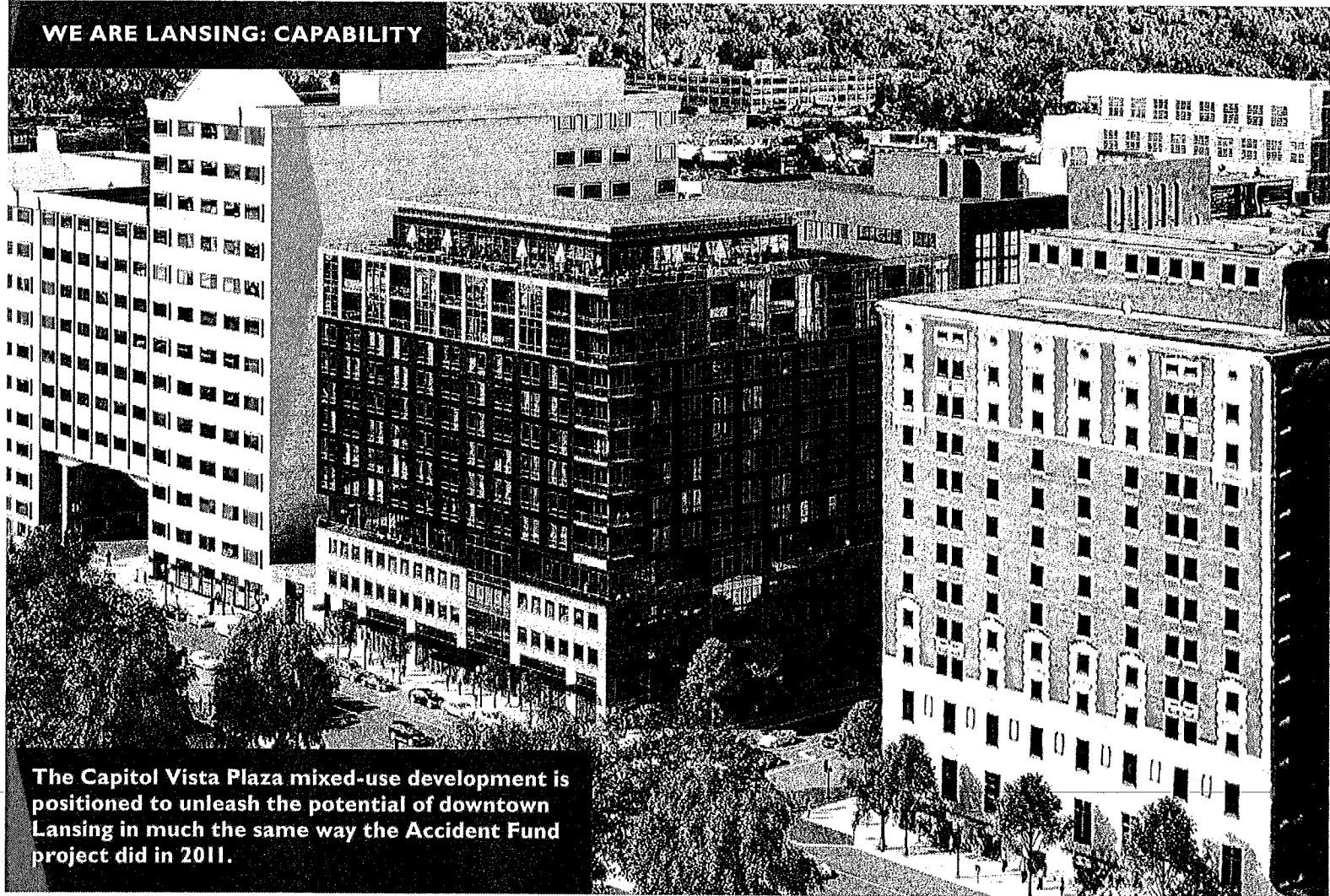
FINANCIAL CAPACITY

Within the appendix, we have addressed each of financial capacity areas requested, including:

- Composition of current real estate portfolio.
- Potential sources of debt/equity capital available for the Capital Vista Plaza project.
- Recent experience securing financing for project(s) of similar size and complexity, specifically; satisfactory evidence of having obtained financing for project(s) with a total cost of \$100 million or more in the last five (5) years and satisfactory evidence of the ability to obtain financing for single development and land acquisition project with a total cost of \$50 million or more.
- Ability to obtain sufficient bonding capacity and insurance for this Project.

Please see the Appendix for full financial capability and capacity information.

WE ARE LANSING: CAPABILITY



The Capitol Vista Plaza mixed-use development is positioned to unleash the potential of downtown Lansing in much the same way the Accident Fund project did in 2011.

TEAM LANSING

We Are Lansing has more than \$3 billion in projects underway throughout the country, including more than \$700 million right here in Greater Lansing.

We are proud of our reputations as leaders in our respective fields and our shared commitment to integrity, accountability and teamwork.

Not only will the **We Are Lansing** team's proposed approach serve as a catalyst for development, our collaborative and public-private partnership focus will also raise the bar for future developments.

Redact
Legal Disclosure

CURRENT PROJ

Please find a list of current projects for all firms in the Appendix.

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Price.

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WE ARE LANSING: IMPACT AT A GLANCE



CREATES A DOMINANT HUB OF DOWNTOWN BUSINESS ACTIVITY

Our proposed development includes retail, hotel and residential components, energizing the downtown and acting as a catalyst for further development. We share the City's vision for the Capitol Vista Plaza site as a modern, mixed-use, high-rise building.



MAXIMIZES DENSITY ON THE SITE

With ground floor retail, 115 parking spots on three levels, 192 hotel rooms plus meeting space on seven levels, 28 residential units on two floors, and a rooftop restaurant, we believe we have made the best possible use of this site.



TAKES FULL ADVANTAGE OF THE LOCATION AND VIEWS

Fronting on Capitol and Michigan Avenues—truly the most important intersection in our City—this urban development will have a modern aesthetic look with significant glass (to enhance the views), stone, brick and metal finishes.



PROVIDES A SUSTAINABLE AND ENVIRONMENTALLY FRIENDLY SOLUTION

Our team is known nationally for our LEED services and maximizing the long-term value of every dollar invested in a project. This team will ensure the building is designed and constructed in a sustainable and resource-responsible fashion.



INCREASES TAX REVENUE

Tax revenue will be positively impacted by the **We Are Lansing** development through an increase of approximately 67,300 hotel stays per year; income tax generated by 28 new residential units; 300 permanent jobs with estimated income taxes at \$85,000 annually; and 265 temporary construction jobs created with income taxes estimated at \$792,500. The annual direct and indirect hotel guest spend is estimated at over \$11 million.



PROVIDES CONVENIENT AND SAFE PEDESTRIAN AND BICYCLE ACCESS

Pedestrian and bicycle access that is convenient and safe is critical for a successful urban development in 2017; this is a key feature of our proposed solution.



SERVES AS A CATALYST FOR FURTHER DEVELOPMENT

The new hub of economic activity formed by the Capitol Vista Plaza Development and our proposed new City Hall will spur additional development by increasing the demand for services downtown and serve as a bridge connecting the vibrant Old Town and REO Town neighborhoods.



ATTRACTS AND RETAINS TALENTED PEOPLE IN THE AREA

New local amenities, including nightlife, lodging and access to retail provided by this development will be tangible assets that improve the downtown neighborhood, assisting Lansing region employers with talent attraction and retention. Our partners and consultants estimate 265 construction jobs will be created over a 3.5 year term and 300 permanent jobs will be created.



INCREASES VISITOR NUMBERS

The increase in visitors related to the hotel alone are estimated at 67,300. These visitors, along with the citizens living in the 28 new residential units and patrons of the restaurant and retail will be making local purchases in downtown Lansing.



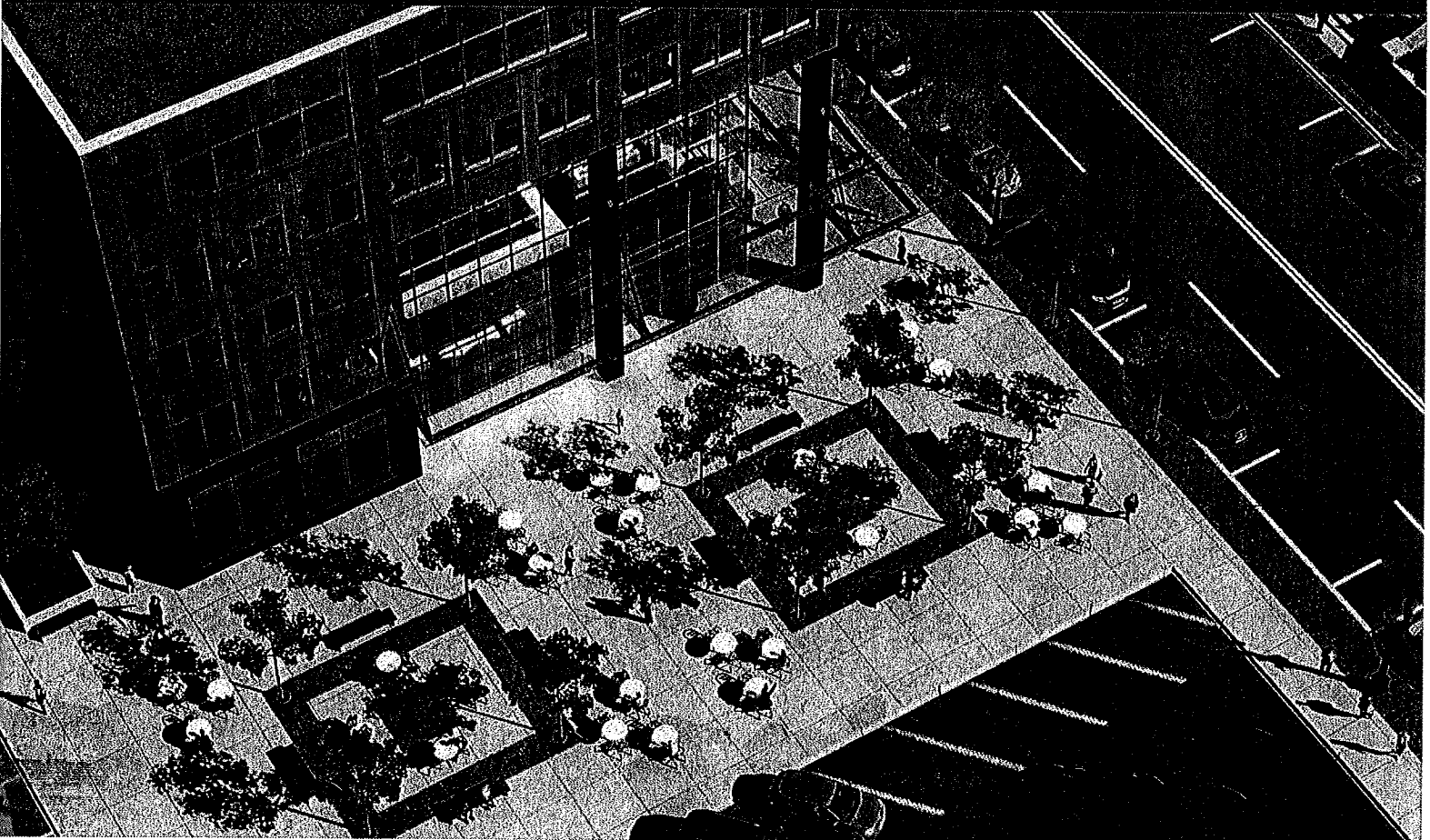
OFFERS A 24/7/365 CENTER OF ACTIVITY AND USE

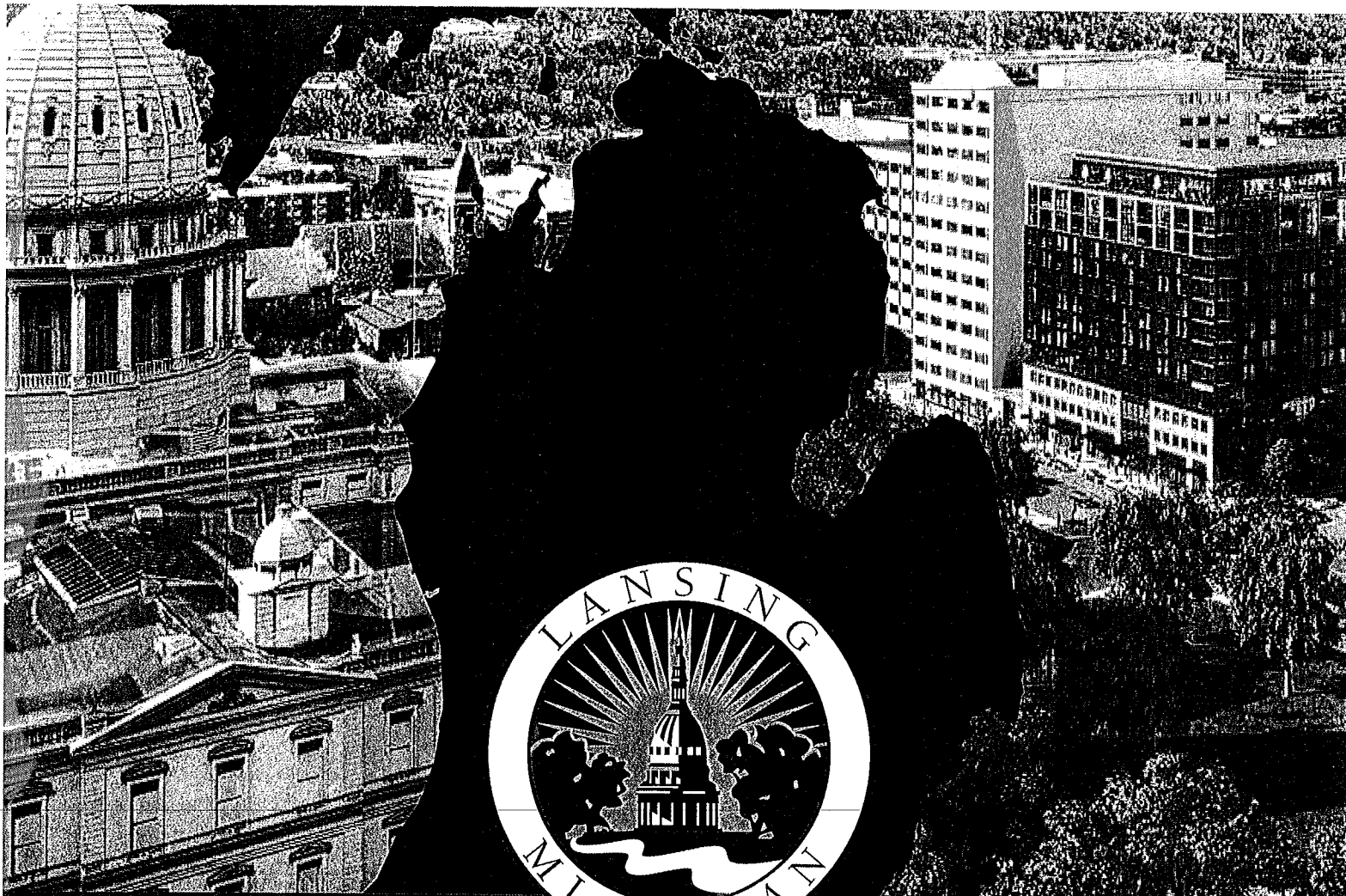
A true mixed-use development, this project will promote 24/7, year-round activity, including new opportunities for dining, retail, and overnight accommodations as well as permanent housing.



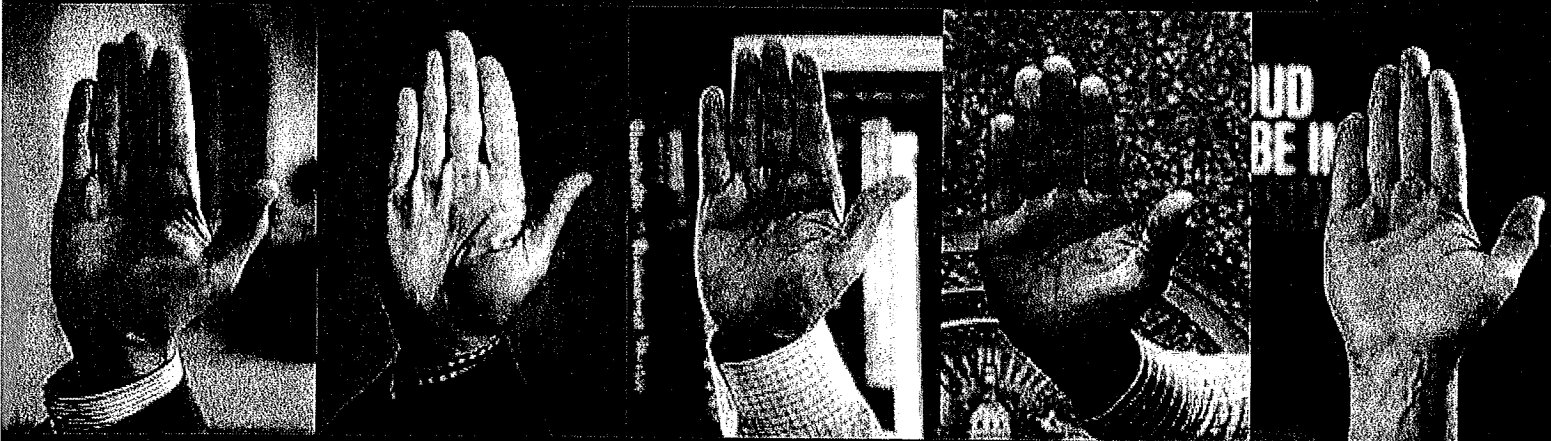
WE ARE LANSING

Boji Tower, 124 W Allegan, Suite 2100, Lansing, MI 48933





APPENDIX



WE ARE LANSING

TOGETHER WE HAVE A HAND IN BUILDING LANSING



WE ARE LANSING

APPENDIX



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The information contained herein has been submitted under the promise of confidentiality by the Mayor, acting as Chief Administrative Officer, who has authorized that a requested promise of confidentiality will be honored by the City of Lansing to the extent that FOIA law allows, per email issued by Van Martin, CBRE, on August 17, 2017, acting as Agent for the City. The information contained herein is given voluntarily, and is proprietary, containing trade secrets and financial and/or commercial information. We request that the information remain confidential pursuant to the Michigan Freedom of Information Act exemption 15.243(1)(f)(i)-(iii). Developer expects that no information it has submitted under the promise of confidentiality will be provided to any third party without the Developer's consent. Developer specifically requests and expects that it will be notified in the event there is any request for this information by any third party under the Michigan Freedom of Information Act, or otherwise.

TEAM BIOS AND RESUMES



BOJI GROUP

Authorized Agent:
Ron Boji, President

Contact Person:
Ron Boji, President

Email:
rboji@bojigroup.com

Phone:
(517) 377-3000

Fax:
(517) 485-8604

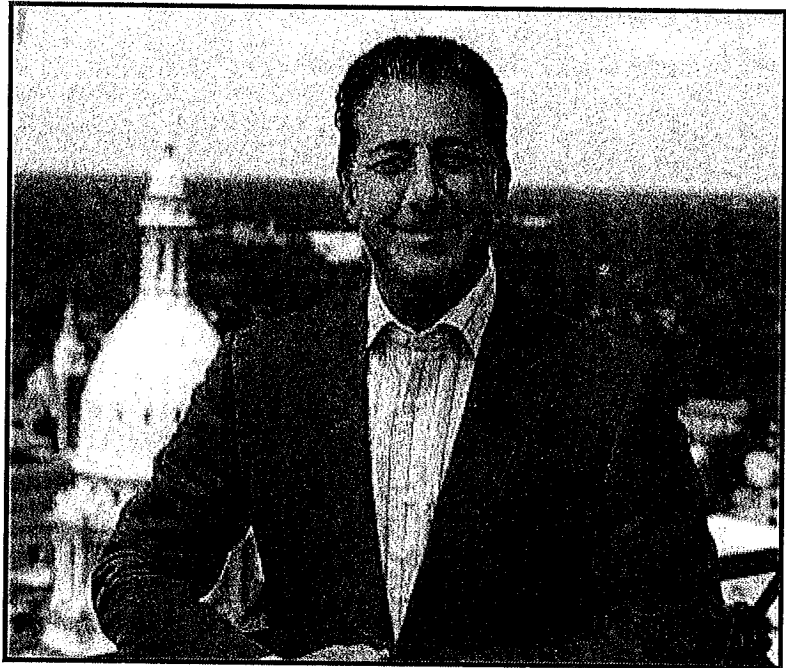
Business Address:
**Boji Tower
124 W Allegan, Suite 2100
Lansing, MI 48933**

Website:
www.bojigroup.com

Type of Business Organization:
LLC

Number of Years in Business:
25

Firm is not an MBE, DVB or WBE



RON BOJI | PRESIDENT

Ron has been President of Boji Group since its formation 20 years ago, and has guided the development, construction management and property management of more than 2 million s.f. of space. With the purchase of their signature property in 1998, the Michigan National Tower (renamed Boji Tower), Ron has led the company's growth to include a portfolio of more than 50 properties throughout Michigan, Ohio, North Carolina and California. In addition to development, Ron is a hands-on, detail-oriented property manager who fosters a culture of excellence in customer service delivery.

Ron has spearheaded numerous Private-Public Partnerships with state and local government and higher education, resulting in the development and management of more than 600,000 s.f. of space. He prides himself on securing strategic partnerships and long-term relationships empowering the company to succeed at every level. In 2005, Ron was recognized by Crain's Detroit Business as one of its influential "40 under 40" honorees; in 2015, Ron was recognized as Lansing's "Entrepreneur of the Year". He also received the "Distinguished Alumni Award" from the MSU School of Construction Management in 2015.



TERRI FITZPATRICK | CHIEF OPERATING OFFICER

Terri has 30 years of corporate, tribal and public sector real estate experience, including six years as Real Estate Director and Strategic Development Director for the State of Michigan, DTMB, where she was responsible for oversight of a portfolio of 700+ leases totaling more than 8,000,000 s.f. of space, leasing of private property for state operations, surplus land dispositions and state-wide real estate strategic planning. Prior to joining Boji Group in 2014, Terri served as Vice President of Tribal Business Development for the Michigan Economic Development Corporation, where she designed the state's strategy to foster economic diversification for Michigan's 12 federally recognized Indian tribes.

Terri has extensive experience in public-private partnerships, and has spearheaded projects from both public and corporate positions, gaining invaluable expertise within varying governmental sectors. During her tenure as Real Estate Director for the State of Michigan, DTMB, her team received the prestigious Innovation Award from the National Association of State Facility Administrators for notable accomplishments realized from a public-private partnership for the delivery of state real estate services. Terri also worked closely with the Michigan Land Bank Fast Track Authority during its inception, and transitioned the Land Bank from the Department of Treasury to the Michigan Economic Development Corporation.



MICHAEL LEINWEBER, LEED AP | VP OF CONSTRUCTION SERVICES

Mike Leinweber brings 30 years of architectural and construction management experience in the design-build-finance industry, with accredited expertise in sustainable building systems and design. He has spent the last four years working as an account professional creating strategies to develop and improve building efficiencies and managing risk. Mike is an advocate for innovative programs and partnerships that provide environmentally friendly, high quality spaces and modernized workplace solutions. As an account executive, he has secured and directed teams to wins of over \$200M. Mike previously served as Director of Business Development for the Midwest office of Skanska USA. He also served as Project Director for significant projects, including the permanent Greektown Casino in Detroit, other casino development, health-care and parking facilities.

Prior to Skanska, Mike spent 16 years with 400 Monroe Associates, an immigrant owned, entrepreneurial development company based in Detroit, Michigan that spearheaded revitalization of the historic Greektown district, now home to Ford Field and Comerica Park. He served for 12 years as Project Manager for 400 Monroe, and had oversight responsibilities for the complete range of design and construction management activities from visioning to close-out for a multitude of projects, including restaurants, banquet centers, office build-outs, retail mall rehabilitation, hotels, parking structures, and most notably, the original Greektown Casino.



THE CHRISTMAN COMPANY

Business Address:
208 N. Capitol Ave
Lansing, MI 48933

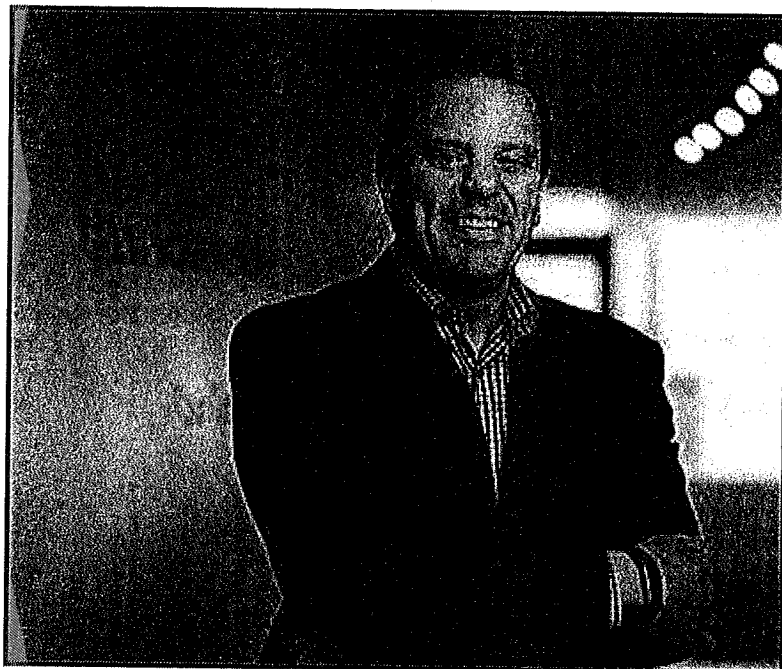
Role:
Construction Manager

Principal and Contact Person:
Steve Roznowski,
President and CEO

Email:
steve.roznowski@christmanco.com

Phone: **517-482-1488**

Website: **www.christmanco.com**



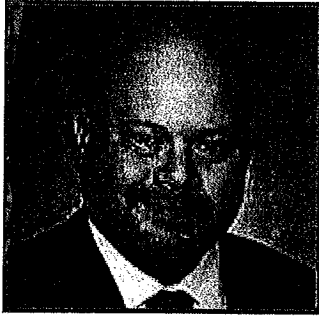
STEVE ROZNOWSKI, LEED AP | PRESIDENT AND CEO

Steve leads the overall Christman organization, including directing the company's strategic planning efforts. He has also been instrumental in creating and expanding Christman's real estate development services and portfolio development.

Steve has played a lead role in the design and implementation of quality systems for the company and has led the company efforts to standardize and train project engineers and managers in Christman's management systems. Steve has been involved in the project delivery process from conceptual estimating and feasibility analysis in the design phase through full execution, turnover and inspection of complex, multiphased projects.

Steve's strong background in finance, coupled with his expertise in both construction management and real estate development, have given him a detailed understanding of a broad range of project financing mechanisms and strategies. Whether assisting a client in finding creative ways to develop or finance a project, or ensuring that all potentially applicable publicly-sourced incentives or subsidies have been adequately researched and analyzed, the perspective of the client's facility not only as a building but as a long-term investment is a guiding force for Steve's leadership in this critical area.

Steve has a BA in Accounting and Finance from Olivet College. He is a Certified Public Accountant and a LEED Accredited Professional. He is a member of AGC of America, Lansing Economic Area Partnership, Rotary Club of Lansing and the U.S. Green Building Council.



ANTHONY PECCHIO | VICE PRESIDENT, DEVELOPMENT SERVICES

Anthony provides a broad range of services to Christman's business development and real estate development groups, with expertise in finance models, strategic planning, market assessment, and healthcare facilities planning. His background in engineering and construction management allows him to bring a valuable field operations perspective to the project teams he now assists during feasibility study and planning stages. Anthony joined Christman in 1999 as an intern and was promoted to project engineer shortly thereafter, followed by promotion to project manager in 2004, and to business development manager in 2006, and to vice president in 2011. Anthony earned his MBA in Finance/Strategy from the University of Michigan. He also has a BS in Civil Engineering from Michigan State University and a BA in History from the State University of New York at Geneseo.



AMY BAUMER | VICE PRESIDENT, BUSINESS DEVELOPMENT

Amy provides corporate leadership for Christman's marketing, business development and government relations. She develops relationships and strategic partnerships to ensure client satisfaction, cultivate markets and enhance Christman's visibility in the marketplace. Amy brings more than 20 years of experience in translating complex organizational needs into transformational business outcomes. Her experience spans the construction industry as well as state government, with the Michigan Department of Technology, Management and Budget and higher education with the Institute for Public Policy and Social Research at Michigan State University. Early in her career, she served as director of government relations for the Lansing Regional Chamber of Commerce. she is active in the community, serving on the Chamber Policy Committee and the Ele's Place Community Board. Amy has an MPA and a BA in Political Theory and Constitutional Democracy from Michigan State University.

SAROKI ARCHITECTURE

SAROKI ARCHITECTURE

Business Address:
**430 North Old Woodward Ave
Birmingham, MI 48009**

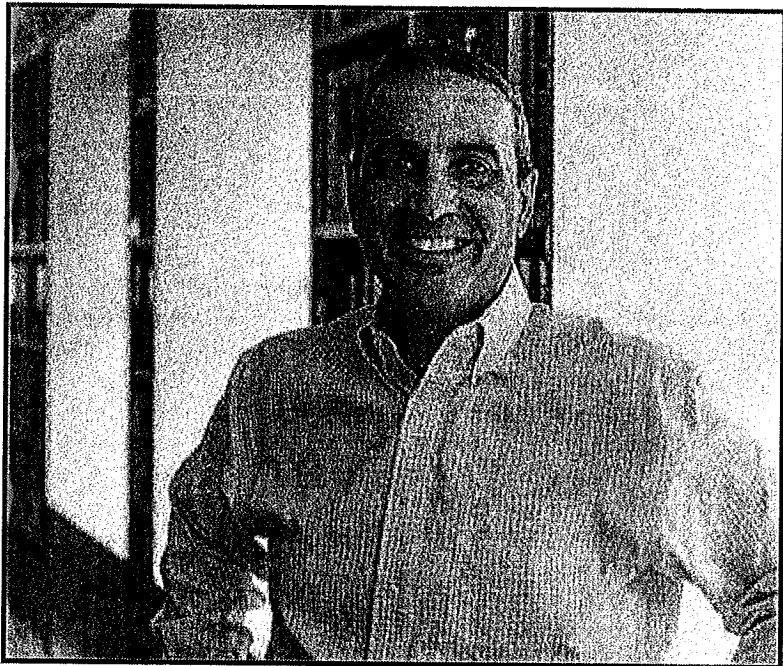
Role:
Architect of Record

Principal and Contact Person:
Victor Saroki, President

Email:
vsaroki@sarokiarchitecture.com

Phone:
248-258-5707

Website:
www.sarokiarchitecture.com



VICTOR SAROKI, FAIA | PRESIDENT AND FOUNDER

Victor Saroki, FAIA, is the president of Saroki Architecture, an award-winning architecture and interiors firm in Birmingham, Michigan, since 1983.

Victor was admitted to the College of Fellows of the American Institute of Architects (AIA) in 2000. With over 30 years in business, the firm has earned more than 60 design awards including the AIA Michigan Firm of the Year in 2007. Victor was also the Birmingham Bloomfield Chamber Business Person of the Year in 2000, recipient of the Distinguished Architecture Alumni Award from Lawrence Technological University in 1998, and the Young Architect of the Year from AIA Detroit in 1994.

A graduate of the College of Architecture & Design at Lawrence Technological University, Victor received a Bachelor of Science in 1979, a Bachelor of Architecture in 1980, and was conferred an Honorary Doctorate of Architecture in 2008.

Focusing on the firm, Victor oversees all of the diverse work with projects including retail, hospitality, mixed-use, multiple residential, and custom residential. Works include Davenport University - Lansing, the Connie Binsfeld Office Building, Royal Park Hotel, Birmingham Theater, ABC Harley Davison, Tribute Restaurant, Shenandoah Country Club, Plum Markets, and The District Lofts.



JEFFREY M. RYNTZ | DIRECTOR

Jeff has been with Saroki Architecture for over 18 years as a key member in some of the firm's largest and most prestigious projects. Transitioning the firm from traditional drafting to computer-aided design, he continues to keep the office on the cusp of today's most significant technological advancements. An alumnus of the College of Architecture & Design at Lawrence Technological University, Jeff graduated with a Bachelor of Science in Architecture in 1992.



ALEXANDER SAROKI | ASSOCIATE AIA

Alex recently completed his Master of Architecture from the University of Pennsylvania. While away at school, he remained engaged with the business and brand development. Before graduate school, Alex spearheaded the firm's complete rebranding and launched the growing internship program. His dynamic and engaging personality has made him an integral part of the Saroki team. Alex earned his Bachelor of Science in Architecture from the Taubman College of Architecture and Urban Planning at the University of Michigan.



EAVAN YALDO | ASSOCIATE, LEED AP

A graduate of the College of Architecture & Design at Lawrence Technological University, Eavan received a Bachelor of Science in Architecture in 2002 and a Master of Architecture in 2005. As a project architect, she oversees full design and management of projects from predesign to closeout, conducting client meetings, municipal approvals, coordinating and delegating tasks to consultants, communication with state and local permitting agencies, and composing presentations for project proposals, lectures, and municipalities. Eavan has mastered a wide range of skills including renderings/electronic presentations, programming, space planning, site design, construction systems, construction documents, finish material selections, interior design and furnishings, project specifications, and construction administration. Her bold design is rivaled only by her delicate and meticulous attention to detail. Eavan's continuing passion for the field is evident in her mentoring of young, aspiring architects.



JEREMY J. WALKER | ASSOCIATE

Recognized for his award-winning aesthetic eye, creative process, and technical insights, Jeremy has built his career speaking the language of architecture. He joined the firm as a project architect in 2008. Throughout his 18 years of professional experience, Jeremy is recognized for capturing his clients' design aspirations while crafting every detail to ensure a smooth transition into realized form. His project experience entails over 125 constructed projects within a variety of ventures, including commercial large-scale, mixed-use, 10-story developments; office; retail; specialty markets; and loft developments. Also included are entertainment, hotel, luxury residential homes, and residential community developments. A graduate of the College of Architecture & Design at Lawrence Technological University, Jeremy received a Bachelor of Science in Architecture in 1998 and a Master of Architecture graduate degree in 2002.



C2AE

Business Address:
106 W. Allegan Street, Suite 500
Lansing, MI 48933

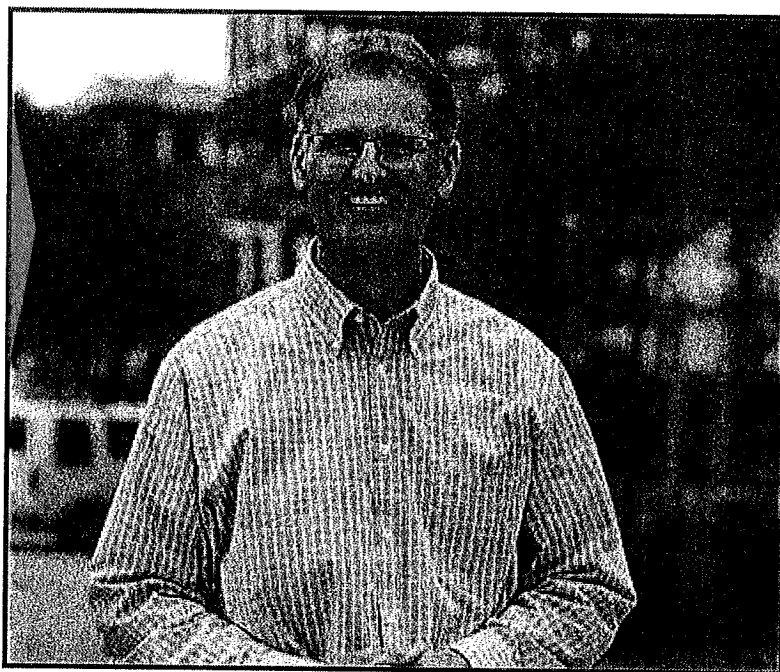
Role: **Engineer of Record**

Principal and Contact Person:
Bill Kimble, P.E., Principal

Email:
bill.kimble@c2ae.com

Phone:
517-371-1200

Website:
www.c2ae.com



**BILL KIMBLE, P.E. | PRINCIPAL OWNER, QA/QC
ENGINEER**

Bill provides quality assurance/quality control (QA/QC) and client management for a variety of projects and is experienced in the analysis and design of storm and sanitary sewers, water supply and distribution systems, wastewater treatment facilities, roadway reconstruction, and streetscapes. Bill is especially adept at master plan facility studies, combined sewer overflow (CSO) elimination studies, design and construction, and sewer rehabilitation analysis and design.

Bill has a BS in Civil Engineering from Wayne State University and a BA in Physics from Kalamazoo College. He is a registered Professional Engineer in Michigan and a member of the American Society of Civil Engineers, National Society of Professional Engineers, Lansing Regional Chamber of Commerce Policy Committee, Small Business Association of Michigan Board and Capital Area Michigan Works Workforce Development Board.



KAVEH IPAKCHIAN | ENGINEERING PROJECT MANAGER

Kaveh is a Project Manager and has overseen the planning, design, and implementation of numerous health care projects. Kaveh previously worked for the Department of Veteran's Affairs Healthcare System, simultaneously managing over 30 construction and architectural engineering contracts. He has an MS in Engineering Management from Eastern Michigan University and a BS in Civil Engineering from Michigan State University.



ERIC RANTENEN, P.E., LEED AP | LEAD MECHANICAL ENGINEER

Eric has a successful record of managing multi-disciplined teams to meet project scopes, schedules and budgets while working directly with clients and contractors. Eric is skilled in HVAC, plumbing and fire protection design and specifications, sustainability and green design practices, LEED® project certifications, commissioning, and energy and facility audits. Eric earned his MS in Engineering Management at West Coast University and his BS in Mechanical Engineering at Michigan Technological University.



MATTHEW J. JARVI, P.E. | LEAD ELECTRICAL ENGINEER

Matt is responsible for leading electrical design work. His experience includes the design and construction administration of medium and low voltage electrical distribution systems; indoor and outdoor lighting; process control systems; fire alarm systems; emergency power systems; communication systems and security systems for both new and renovated facilities. He has an MBA from Eastern Michigan University and a BS in Electrical Engineering from the University of Michigan.



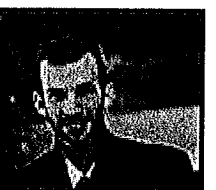
AMANDA L. MARSH, P.E., LEED AP | LEAD STRUCTURAL ENGINEER

As a Structural Design Engineer, Mandy provides structural design and construction observation for a variety of municipal, industrial, and commercial projects. Mandy has a BS in Civil Engineering from the University of Michigan and is a member of the American Society of Structural Engineers and the American Institute of Steel Construction.



CHARLES "RUSTI" OWENS, PLA, ASLA | LEAD LANDSCAPE ARCHITECT

Rusti's experience includes municipal, educational, recreational, commercial, residential and transportation master planning and design, circulation and siting studies and analysis, streetscape design, site development and recreational facilities development. Rusti has a BLA in Landscape Design and a BS in Environmental Design from Ball State University.



JOSEPH R. LEHNING, P.E. | LEAD ENGINEER FOR SITE/CIVIL

Joe has 14 years of experience in design and engineering for site development, municipal, and transportation projects. He is responsible for preparing and reviewing design plans, performing engineering calculations, estimating project costs, and project construction management. Joe is proficient in AutoCAD and AutoCAD Civil 3D and has experience using MicroStation software. In addition, he has a degree in horticulture and a considerable knowledge of plant identification and plant ecosystems, including the role of plants in the environment and their use in the built world. He has a BS in Civil Engineering and a BS in Horticulture from Michigan State University.



GILLISPIE GROUP

Business Address:
330 Marshall St. Suite 100
Lansing, MI 48912

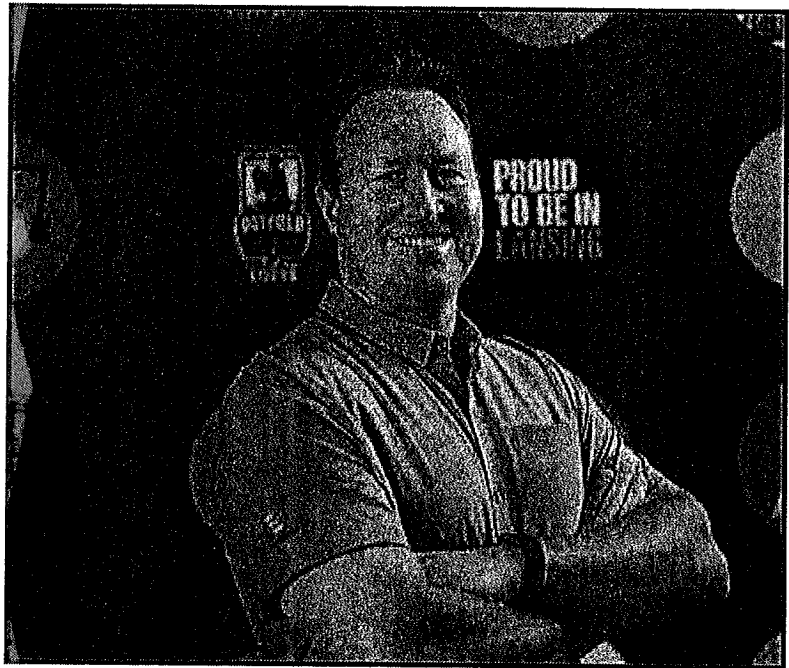
Role:
Residential Development
Expert

Principal and Contact Person:
Patrick Gillespie
President and CEO

Email:
pgillespie@gillespie-group.com

Phone: **517-333-4123**

Website:
www.gillespie-group.com



PATRICK GILLESPIE | PRESIDENT AND CEO

Pat is the chief visionary, founder and president of Gillespie Group. Born and raised in Lansing, MI and a graduate of Michigan State University, Pat holds Lansing and its success close to heart. Known for his multi-family and mixed-use developments in the Greater Lansing area and surrounding markets, Pat is a respected leader recognized for his focus, enthusiasm and ability to bring his unique perspective to life. He holds over 20 years in the industry and has advanced over 35 real estate developments. He is an advocate for urban renewal through activism and revitalization projects.

As a passionate participant in Metro Lansing's growth Pat holds board positions on the Lansing Chamber of Commerce Political Action Committee, Lansing Economic Area Partnership Board of Directors and Steering Committee, Greater Lansing Convention and Visitors Bureau Team Lansing Foundation, Michigan Economic Development Corporation (MEDC) Redevelopment Ready Communities Advisory Council and Sparrow Foundation.



RACHEL MICHAUD | VICE PRESIDENT

A partner in Gillespie Group since 1998, Rachel has been an asset to the industry for more than 20 years. Her vast experience in real estate, marketing, and sales and management has contributed to the growth and overall operational sustainability at Gillespie. Rachel's responsibilities include the leadership of the executive team and the ultimate short and long term performance of portfolio. Focused on success of the day-to-day business operations of Gillespie as well as the asset management and equity services, Rachel has aided the company growth of a staggering 750%, with a portfolio growth boasting the completion and on-boarding of more than 1,700 residential rental units; and more than 660,000 s.f. of commercial property. Over the years, Rachel has served in many philanthropic capacity's with organizations such as McLaren Foundation Board, March of Dimes, Women's CEO Network, Women & Lifestyle Editorial Board, Volunteers of America, and taught Junior Achievement for 5 years. Rachel lives with her husband and two children in East Lansing, Michigan.



TRICIA WALTHORN, CPA | DIRECTOR OF FINANCE

Joining the Gillespie Group team in 2010 as the company's first director of finance, Tricia manages and oversees the finance and accounting related functions of the Gillespie Group properties and developments, including financial reporting, compliance, and strategic development. Tricia is a native of the greater Lansing area and earned her bachelor's degree in Accounting from Michigan State University. Prior to joining Gillespie Group, Tricia began her career as a CPA with Plante Moran, PLLC, one of the nation's largest and most highly regarded CPA firms, where she specialized in real estate and construction. Tricia is a certified public accountant (CPA), licensed in the state of Michigan. She previously served on the Finance Committee for the Small Business Association of Michigan, and was a Controllership Task Force member of the Michigan Association of Certified Public Accountants.



JENNIFER CHARETTE | DIRECTOR OF PROPERTY MANAGEMENT/ OPERATIONS

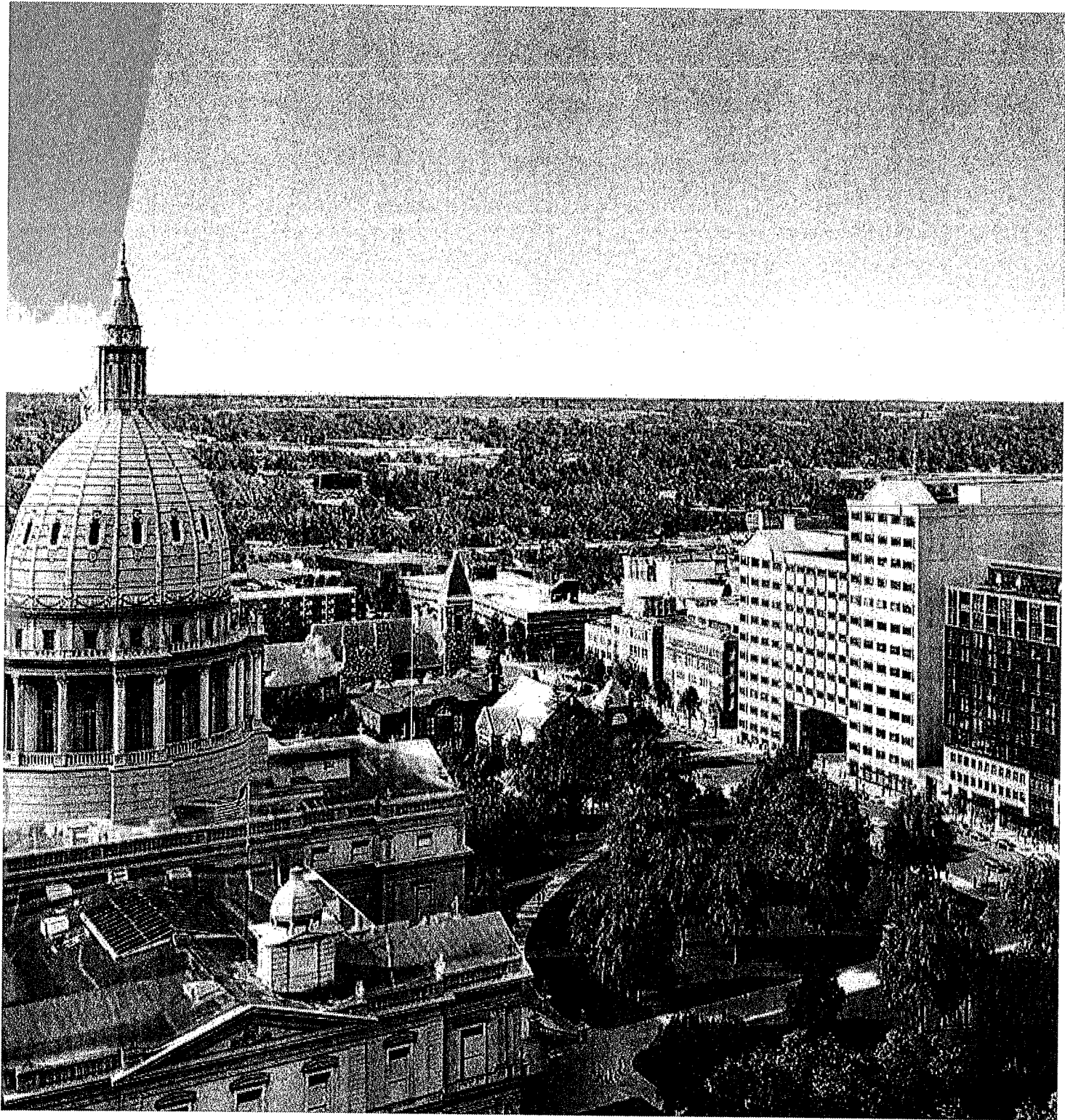
Jennifer joined Gillespie Group as a leasing agent in 2002, and worked her way to a regional manager overseeing 450 high-end rental units and over 40 for-sale homes. In 2011, she was promoted to operations manager and then became the Director Operations where she oversees the property management division along with human resources management and marketing strategies for the company. Jennifer graduated Cum Laude and earned a Bachelor of Arts degree in Business Administration and Economics from Hope College. She also has her real estate salesperson license for Michigan, and is a member of the Property Association of Mid-Michigan, the executive board for Athena WIN, and is a member of the Junior League of Lansing.



JASON KILDEA, DIRECTOR OF REAL ESTATE AND PROJECT MANAGEMENT

After spending six years with CB Richard Ellis Commercial Real Estate Services, Jason joined Gillespie Group in 2008. He works closely with the company President and Vice President on proposed and current commercial and residential developments, overseeing construction of the projects and strategizing how to best position the Gillespie Group's commercial and real estate assets. Jason has a bachelor's degree in Marketing from Michigan State University and belongs to the National Association of Realtors (NAR), the Detroit Area Commercial Board of Realtors, the National Association of Convenience Stores, The Commercial Alliance of Realtors and the Grand Rapids Association of Realtors.

CAPITOL VISTA PLAZA FLOORPLANS



CAPITOL VISTA PLAZA

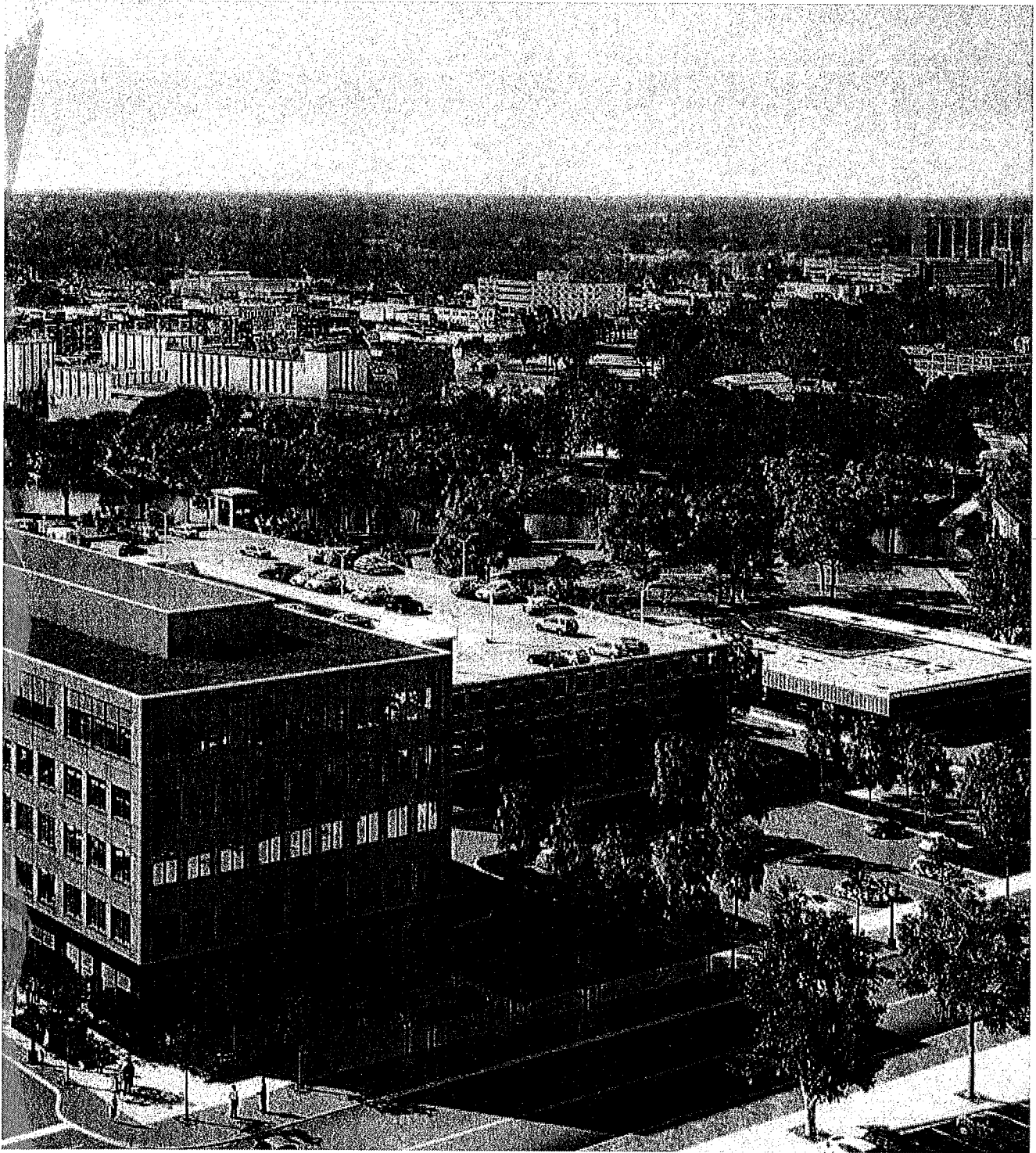
The mixed-use building will be an urban development with a modern aesthetic. It will be a sustainably designed true mixed-use development that promotes the 24/7/365 activities the city is seeking to cultivate.



Pages 14 - 28

Redaction of architectural drawings and
letter of interest from potential tenant

NEW CITY HALL SITE PLANS



PROPOSED NEW CITY HALL

The new Lansing City Hall Building is to be located on the northeast corner of South Grand Avenue and Lenawee Street. The site is currently owned by the Boji Group. The site includes a corner parcel owned by the City. The proposed new building will be five stories tall and will be approximately 80,000 square feet. There will also be one level of underground parking below the building. Street parking on Grand Avenue and some surface parking is proposed as well.

Pages 30 - 33

Redaction of architectural drawings

ADDITIONAL RELEVANT EXPERIENCE

BOJI GROUP



PROJECT	PARTNERS	TRANSACTION SUMMARY
Hollywood Plaza \$7.6 million	City of Flint EDC State of Michigan	Michigan Department of Human Services Flint <ul style="list-style-type: none"> Boji Group acquired abandoned and blighted retail space, secured long-term state lease and redeveloped property. The property was then sold to the City of Flint EDC but Boji Group retained management responsibilities, lease obligations, liability; did not require full faith and credit pledge by the municipality. The transaction included a payment-in-lieu-of-taxes (PILOT) and tax-exempt financing. Economic incentives included an NSP grant for acquisition.
Inkster Market Place \$8.3 million	Wayne County Building Authority State of Michigan	Michigan Department of Human Services Inkster <ul style="list-style-type: none"> Boji Group acquired an old, abandoned car dealership along the Michigan Avenue corridor for a state lease. This project spurred an additional three developments, collectively totaling over \$25 million in investment. Using the same transaction model, Boji Group redeveloped the property and sold to Wayne County Building Authority. Economic incentives received included NSP, MBT credit, and a brownfield designation.
Inkster Justice Center \$7.8 million	City of Inkster Tax Increment Finance Authority Western Wayne County YWCA Wayne County	City of Inkster Justice Center Inkster <ul style="list-style-type: none"> Using a collaborative approach, Boji Group acted as master developer and provided a guaranteed maximum price, bringing expertise and construction management services to the project. The facility was constructed to meet CALEA standards. The TIFA used stabilization bonds to finance the project.

BOJI GROUP



Woody Plaza
\$7.3 million

Wayne County Building
Authority
State of Michigan
MSHDA

Michigan Department of Human Services Hamtramck

- Boji Group acquired the abandoned Woody Pontiac Dealership along Hamtramck's main thoroughfare, Joseph Campau.
- Using the same transaction model, Boji Group redeveloped the property and sold to Wayne County Building Authority.
- Economic incentives included MBT credit, brownfield designation and blight elimination grant.

Western Wayne DHS
\$8.5 million

City of Inkster DDA
State of Michigan

Michigan Department of Human Services CPS | Inkster

- Boji Group acquired property from the City of Inkster DDA and secured a long-term lease from the State of Michigan, providing further impetus to redevelopment along this major thoroughfare.
- The project consolidated and co-located three leased spaces into one location.
- Economic incentives included CDBG for demolition.

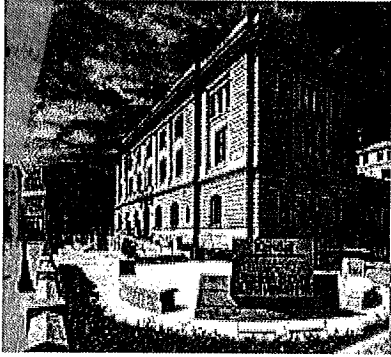
Capitol View Phase I
\$50 million

State of Michigan
City of Lansing

Michigan Department of Community Health | Lansing

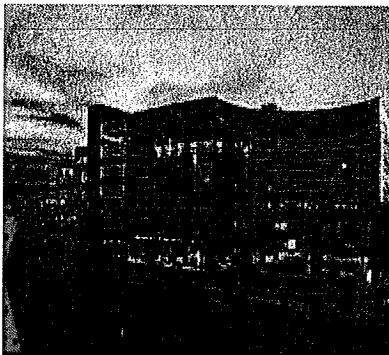
- Michigan Legislature conveyed the property to the City of Lansing for this project.
- Boji Group acquired city owned and other property and constructed a 160,000 s.f., nine-story office building, "Capitol View", with attached 1,230 space parking structure "Townsend Ramp"
- Boji Group secured a long-term state lease with DCH and also with a private law firm to achieve 100% occupancy.
- Boji Group sold the parking structure to the City of Lansing.

Kendall College of Art & Design/Old Federal Building Redevelopment | Grand Rapids



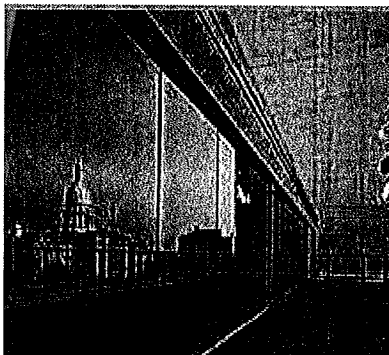
This historic five-story Beaux Arts building was originally constructed in 1909 and served as a federal building until 1981. Ferris State University chose to redevelop it to provide space for its Kendall College of Art and Design. A public/private partnership led by Christman assisted Ferris in its plan to redevelop the building to meet the standards of the National Park Service and the State Historic Preservation Office. The building provides a cultural/arts center for the University and includes an auditorium, library, art exhibition galleries, cafe, classroom space, student workshops and more.

Michigan Street Development | Grand Rapids



This mixed-use medical complex development in downtown Grand Rapids consists of four buildings totaling 740,000 s.f. and a 2,300-car, four-story parking structure. The first building to be completed was the Spectrum Health Lemmen-Holton Cancer Pavilion and the parking structure, followed by the Michigan State University College of Human Medicine Secchia Center; the 200,000 s.f. Tower 25, a medical office and research/laboratory building, and Tower 35, a 200,000 s.f. medical office and laboratory/surgical services building. Completed in 2011 and valued at approximately \$250 million, the project received the Grand Rapids Business Journal's "Newsmaker of the Year" award.

The Christman Building | Lansing

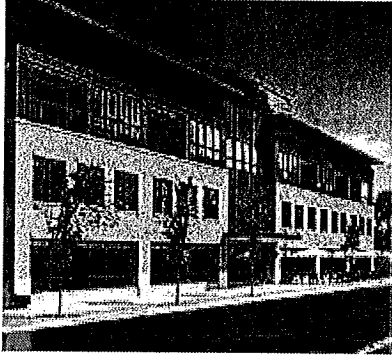


The Mutual Building is a landmark structure in downtown Lansing, situated adjacent to the Michigan State Capitol. The five-story building was constructed in 1928 to be the headquarters of Michigan Millers Mutual Insurance Company. Christman revitalized the building, drawing on the expertise of the team's professionals in historic preservation, sustainable design and construction, urban revitalization, real estate development, and integrated project planning. Rededicated in February 2008 as The Christman Building, it now serves as Christman's national headquarters and also provides desirable Class A office tenant space for the Michigan Municipal League and the lobbying firm of Kelley Cawthorne. In all, the building accommodates over 100 individual office and work spaces.

SAROKI ARCHITECTURE

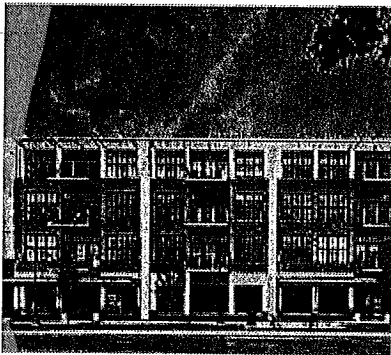
SAROKI
ARCHITECTURE

Forest Avenue Development | Birmingham



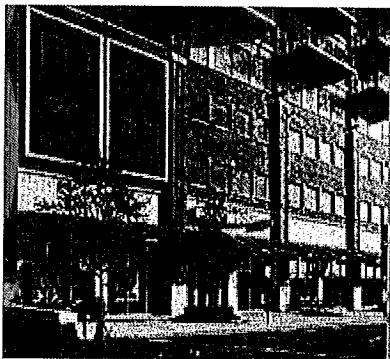
Located in Birmingham's emerging Triangle District is Forest Avenue Development—a three-story, mixed-use building that includes on-site covered parking, ground floor bistro (Forest Grill), second floor office spaces, and third floor lofts. The building obtained LEED certification. Clad in gun-metal wall panels and a buff-colored brick veneer with stone accents, this complex building utilizes plenty of ecologically sensitive materials and practices including sustainably harvested woods and tile high in recycled content. It also promotes in-town residential, thereby energizing the streetscape and promoting the best practices of urban design.

The District Lofts and Parking Deck | Birmingham



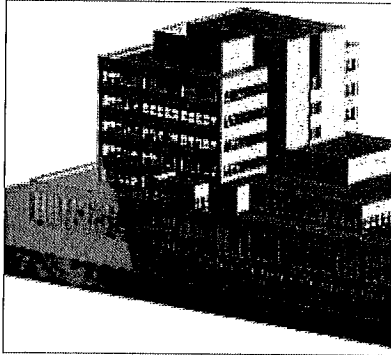
Located on the site adjacent to The Big Rock Chop House within the emerging Rail District is The District Lofts. Two, four-story brick and stone veneer buildings with metal panel details recall the midrise warehouse precedent found in this industrial area. On-site parking for the residents is located in a basement level. The ground floor of the Villa Building offers work/live units, and the Eton Building has two large retail spaces available. By offering in-town residential with work/live units and at-grade retail, The District Lofts easily captures the desires of the discerning buyer.

Main North Lofts | Royal Oak



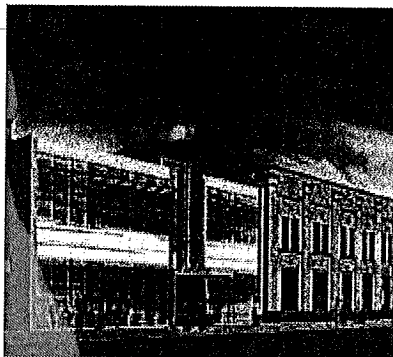
Main North is a prestigious mixed-use building located in downtown Royal Oak. This development comfortably features retail, parking, office, and residential uses. Each of the 95 residential units was carefully configured and marketed to appeal to a wide market of homeowners. Tall spaces with exposed concrete ceilings produce authentic loft-type spaces. The large window groupings afford commanding views of much of Oakland County, since the residential components begin at the fifth floor of this nine-story building. With a full complement of uses within one building, this residentially driven, mixed-use building is the neighbor of the Emagine Entertainment complex and the Main Art Theatre. Together, they create a social and cultural setting for living and working downtown.

City Hall Relocation Study | Lansing



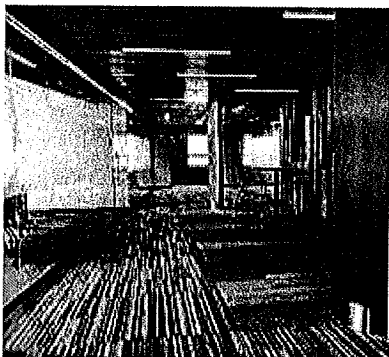
C2AE contracted with The Christman Company to complete a relocation study for the possible future relocation of Lansing City Hall. C2AE toured a building (building, site access/parking areas, and mechanical and electrical rooms) in the downtown area as a possible relocation space. C2AE prepared a color-rendered conceptual site plan suitable for cost estimating and presentation in a final report.

Muskegon Community College Downtown Center | Muskegon



Muskegon Community College (MCC)'s renovation of the 100,000 sq. ft. historic Muskegon Chronicle Building and Masonic Temple will house the College's relocated and expanded Applied Technology Center. The project is a significant investment by MCC in the downtown business district, an intentional move to stimulate the local economy. The C2AE project team worked with the College to coordinate several funding source requirements including private donors, U.S. Economic Development Administration and the Michigan Economic Development Corporation to help fund the \$14.3 million construction cost.

Cornerstone University Professional & Graduate Studies | Grand Rapids



Cornerstone University purchased a three-story former office building to house its growing Professional and Graduate Studies program. The building provides students with a place to call their own, a collaborative and energizing space to gather in after each work day. The design team worked with The Christman Company to maximize the usable program space. They widened circulation paths to double as extended learning areas and lounge space. These areas were further enhanced by capturing natural light through glass partition corridor walls.

GILLESPIE GROUP



Marketplace | Lansing



In 2014, Marketplace Phase I (66,984 s.f.) was built with 79 apartments right on the riverfront of the Grand River. In spring of 2018, Marketplace Phase II will be complete with a 68,784 s.f. building housing five floors consisting of micro, one and two bedroom options for a total of 79 additional apartments. This is the first building Gillespie Group has completed that conjoins a new building with a pre-existing building. Amenities will include a riverside patio, a resident workout room, a dog washing station, and access to rooftop for lounging and views of the city and riverfront.

Stadium | Lansing



Gillespie Group's first downtown mixed-use residential and commercial Stadium District development was constructed in 2008 overlooking Cooley Law School Stadium and the Grand River. Consisting of 100,000 square feet, Stadium includes 10 residential condominiums, 30 high-end urban apartments, 25,000 square feet of retail space and 11,000 square feet of office space. The success of this development was a catalyst for other Gillespie Group developments in Lansing.

East End | Midland,



This four story, 225,000 square foot mixed-use building links Dow Diamond Stadium, home of the Great Lakes Loons at State and Main, to downtown establishments. It enhances Midland's appeal and creates a vibrant and cohesive city center. With 224,265 combined square feet of retail, restaurant, and office space, East End added the touch that Midland needed to continue to retain its talented workforce and bring new talent to its growing, downtown area. The development was a collaboration of 16 key collaborators that offered ideas, talent, experience, patience, and compromise and as well as four contributors.

LEED/SUSTAINABLE EXPERIENCE

SELECTED LEED EXPERIENCE: PAST FIVE YEARS

A complete list of LEED and sustainable projects completed by **We Are Lansing** is available upon request.

PROJECT	CLIENT	LEED CERTIFICATION
Kaplan Center for Wellness	University of North Carolina at Greensboro	Expected Silver
New Corporate Headquarters	Lake Trust Credit Union	Silver
Library Addition	University of Tennessee at Chattanooga	Silver
Campus Dining Facility	Western Michigan University	Expected Silver
Taubman Health Sciences Library	University of Michigan	Expected Certified
Elvinton Student Housing	Coastal Carolina University	Expected Silver
University Center	Ferris State University	Gold
Peter and Pat Cook Hall Renovation	Grand Rapids Community College	Certified
Vance Federal Court Building Renovation	General Services Administration	Gold
Ennis Hall Historic Renovation	Georgia College & State University	Gold
REO Town Plant	Lansing Board of Water and Light	Gold
Armstrong Hall and Bryan Halls	Michigan State University	Certified
MTEC Expansion	Montcalm Community College	Gold
Legacy Collections Facility	Western Michigan University	Silver
Library Addition and Renovation	Athens-Clarke County	Silver
Armstrong Atlantic State University Library Renovation	Board of Regents of the University System of Georgia	Gold
Mark Jefferson Science Building Addition and Renovation	Eastern Michigan University	Silver
Kendall College of Art and Design	Ferris State University	Gold
National Academy of Science Historic Office Renovation	National Academies	Silver
Human Health Building	Oakland University	Platinum
Innovation Center and Miscellaneous Projects	Steelcase	Platinum
New National Headquarters	Accident Fund Holdings, Inc	Gold
Amelia Earhart Elementary Middle School and Gompers Elementary School	Detroit Public Schools	Silver
The Rapid Wealthy Operations Center Addition and Renovation	Interurban Transit Partnership	Gold
Tower 35	Michigan Street Development	Silver
Hazardous Material Response Facility	Washington Headquarters Services -- Pentagon Renovation and Construction Program	Gold

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Redaction of Current Projects and Financial Records.



WE ARE LANSING

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